Glenmark
A new way for a new world

FORM A
(Pursuant to Clause 31(a) of the Listing Agreement)

1.	Name of Company	Glenmark Pharmaceuticals Limited
2.	Annual financial statements for the year ended	31 March 2015
3.	Type of Audit observation	Un-qualified
4.	Frequency of observation	Not Applicable

For **Glenmark Pharmaceuticals Limited**

Glenn Saldanha
Chairman & Managing Director

N. B. Desai
Chairman of Audit Committee

Rajesh V. Desai
Executive Director

Place: Mumbai
Date: 29 May 2015

Walker Chandiok & Co LLP
For Walker Chandiok & Co LLP
Firm Registration No: 001076N / N500013
Chartered Accountants

Ashish Gupta
Partner
Membership No.: 504662

Place: Mumbai
Date: 29 May 2015

Glenmark Pharmaceuticals Ltd.
Glenmark House, B D Sawant Marg, Andheri (E), Mumbai 400 099
T: 91 22 4018 9999 F: 91 22 4018 9988 W: www.glenmarkpharma.com
Registered office: B/2, Mahalaxmi Chambers, 22 Bhulabhai Desai Road, Mumbai 400 026
CIN No: L24299MH1977PLC019982 E: complianceofficer@glenmarkpharma.com

ENRICHING LIVES GLOBALLY

ANNUAL REPORT 2014-15

Glenmark

A new way for a new world

At Glenmark,
we believe in
ENRICHING LIVES
through
INNOVATION
and
NEWER WAYS
of doing things
big or small

CORPORATE OVERVIEW

20+	6	16	11.5K
Countries with Glenmark Offices	R&D Centers in India, UK & Switzerland	Manufacturing Facilities across India, US, Argentina, Czech & Brazil	Strong Global Team

At Glenmark, we believe in enriching lives of our stakeholders across the world through new ways of doing things. Glenmark truly lives this by discovering new innovative medicines for chronic ailments and helps people lead fuller lives; by creating value and wealth for all our business partners and shareholders and through our community interventions to create a healthier and happier world.

In the pursuit of enriching lives, Glenmark has evolved into a global organization and a leading player in the discovery of new molecules within a short period of time. We have offices in over 20 countries, 16 manufacturing facilities in 5 countries and 6 R&D centres dedicated to the goal of enriching lives across the globe. The real force behind Glenmark's continued success is its over 11,500 strong workforce from around 50 nationalities committed to creating a new way for a new world.

CORPORATE INFORMATION

REGISTERED OFFICE

B/2, Mahalaxmi Chambers, 22, Bhulabhai Desai Road, Mumbai - 400026, Maharashtra, India

CORPORATE OFFICE

- Glenmark House, HDO - Corporate Building, Wing A, BD Sawant Marg, Chakala, Off Western Express Highway, Andheri (East), Mumbai - 400099, India
  Tel. : +91 22 40189999
  Site: www.glenmarkpharma.com
  Email: complianceofficer@glenmarkpharma.com
  CIN No: L24299MH1977PLC019982

AUDITORS

- Walker, Chandiok & Co. LLP
  Chartered Accountants, Mumbai

COST AUDITORS

- Sevekari, Khare and Associates, Cost Accountants, Mumbai

SOLICITOR

- Trilegal, Mumbai

REGISTRAR AND TRANSFER AGENTS

- Karvy Computershare Pvt. Ltd.,
  Karvy Selenium Tower B, Plot No 31 - 32, Gachibowli, Financial District, Nanakramguda, Serilingampally, Hyderabad - 500 032

BANKER

- Bank of India

COMPANY SECRETARY

- Mr. Sanjay Kumar Chowdhary

MANUFACTURING FACILITIES

Formulations

- E 37, MIDC Industrial Area, D Road, Satpur, Nasik - 422007, Maharashtra
- Plot No. 7 & 9, Colvale Industrial Estate, Bardez - 403115, Goa
- Unit - I, Village Kishanpura, Baddi-Nalagarh Road, Teh Baddi, Dist. - Solan, HP - 174101
- Unit - II, Village Bhattanwala, PO Rajpura, Teh Nalagarh, Dist. - Solan, HP - 174101
- Unit - III, Village Kishanpura, Baddi-Nalagarh Road, Dist. - Solan, HP - 174101
- Plot No 2, Phase -II, Pharma Zone, Special Economic Zone Area, Pithampur, Indore 454775, Madhya Pradesh
- Rua Frei Liberato De Gries, 548, Jardim Arpoadar, CEP : 05572-210, Sao Paulo, Brazil
- Glenmark Pharmaceuticals s.r.o., Fibichova 143, 56617, Vysoke Myto, Czech Republic
- Calle 9 Ing Meyer Oks N 593, Parque Industrial Pilar, B1629MX Buenos Aires, Argentina
- Growth Centre, Samlik-Marchak, Dist. - East Sikkim, Sikkim
- Plot No. B-25, Five Star MIDC, Shendra, Dist. - Aurangabad, Maharashtra
- 4147 Goldmine Road, Monroe, NC 28110, USA

API

- 3109 - C, GIDC Industrial Estate, Ankleshwar, Dist. Bharuch - 393002, Gujarat
- Plot No 163- 165/170 - 172, Chandramouli Industrial Estate, Mohol Bazarpeth, Solapur - 413213, Maharashtra
- Plot No. A80, MIDC Area, Kurkumbh, Daund, Pune - 413802, Maharashtra
- Z-103 I, Dahej SEZ, Dahej District, Bharuch, Gujarat

R&D CENTRES

- Plot No. A 607, TTC Industrial Area, MIDC Mahape, Vashi, Navi Mumbai - 400705, Maharashtra
- Chemin de la Combeta 5, 2300 La Chaux-de-fonds, Switzerland
- Plot No. C 152, MIDC Sinnar Industrial Area, Malegaon, Dist. - Nasik - 422113, Maharashtra
- Plot No. M4, Taloja industrial area, MIDC Taloja, Taluka Panvel. 410208, Dist. - Raigad, Maharashtra

CLINICAL RESEARCH CENTRES

- Plot No. D 508, TTC Industrial Estate, MIDC, Turbhe, Navi Mumbai - 400705, Maharashtra
- Building 2, Croxley Green Business Park, Merlins Meadow, Watford, Hertfordshire, UK

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CHAIRMAN'S LETTER

Innovative Research & Development

Global Operations

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Quality Centric

Glenn Saldanha
Chairman & MD

"The future of your organization looks promising as each of our businesses is well poised for sustainable and profitable growth. The US business remains a critical growth driver and our efforts will be to maximize our presence and earnings from this market. We will also continue to have an India-specific strategy, which involves focusing on core therapy areas to help us grow in this market. After the India and US markets, the Europe region is now the third most important region for us."

Dear Shareholder,

The year under review was challenging for the global pharmaceutical industry. The significant depreciation of currencies across emerging markets coupled with weak demand in most emerging markets and the slowdown in US FDA approvals for generic drugs had an impact on the generic market globally. Further, the consolidation of the supply chain in the US added additional pressure on the industry. In Europe, the economic situation remained unchanged. With the Greek crisis putting pressure on economies across Europe, there was sustained pricing pressure which impacted the generic industry in the region. Thus, for the year under review, the pharmaceutical industry across developed and emerging markets were constrained due to which your organization's performance was also impacted.

Due to the challenging economic conditions, your organisation's revenue growth for the year under review was limited to around 10%, as compared to 20% for the last four financial years. The above factors played a key role in denting our overall performance. In addition, another important factor which did not go in favour of your organization was the almost stable Indian Rupee. While emerging markets currencies depreciated across markets, especially the Russian Rouble which depreciated significantly, the Indian rupee remained unchanged due to weak commodity prices which benefited the country's economy significantly. As you are aware, your organization gets more than 50% of its revenues in US dollars. Due to the Indian currency remaining stable, your organization did not get any incremental benefit from US dollar sales, while emerging markets currencies where we operate continuously depreciated which negatively impacted our numbers significantly. On the positive side, our India, Europe and Latam business performed very well which helped the organization grow revenue in the year under review to over ₹ 6,600 crores (USD 1.08 Bn). In FY 2015, the India business grew by 16%, Europe by over 27% and Latam by over 88%.

We continued to outperform the industry in India. In fact, we have been among the fastest growing companies within the Indian formulation space consistently for the last couple of years. This is mainly due to several new product launches that we have in our focused therapy areas viz. dermatology, respiratory, cardiovascular and diabetes which is driving the India growth. We expect the India growth story to continue in the coming years on the back of our strong portfolio and our focus on certain therapy areas where we would like to be a dominant player.

In the year gone by, we persisted with our good performance in the Europe region. Barring Romania, where the business environment has been extremely grueling, the Central Eastern Europe subsidiaries of Glenmark recorded good growth. Similarly, our Western Europe business continued to record good growth in countries like UK and Germany. We expect this high growth trajectory in our Europe business to sustain in FY 2016 and beyond. Europe is now become one of the focus regions for your organization and we are investing significantly in product pipeline to ensure that we can sustain the high growth trajectory.

Our Latin America business witnessed robust growth in the year gone by. While our Brazilian subsidiary recorded moderate growth; the Mexico and Venezuela subsidiaries grew by over 100% on account of a lower base and more product launches coming through, especially in the respiratory space. This was also aided by the economic situation which has caused scarcity for medicines in the Venezuelan market. While we will continuously drive growth in the Brazil and the Mexico market, we will watch cautiously the Venezuela market because of the uncertain political situation and the unstable currency.

> "We continue to believe that R&D is at the core of the pharmaceutical business and it is our endeavor to transition Glenmark from a generics organization to an innovation driven pharmaceutical company. You can expect our continued commitment towards R&D through consistent investments into research. We believe that the R&D thrust will help us sustain growth over the long term."

We have been investing considerably in both our European and Latin American operations over the past seven to eight years, and we are confident of growing margins from these investments in the years to come.

Currency Depreciation Affects Our Rest Of The World (ROW) Business, Especially Russian Operations

One of the biggest challenges that we witnessed in the year under review was the volatility in emerging market currencies. Our Russian operations were the most hit as a result of currency fluctuations leading to de-growth for our ROW business. The ROW region as a whole was the most challenging region for your organization in this financial year. While we have witnessed a rebound in growth in local currency for the ROW region in this current financial year, the currencies still remain volatile and the pressure continues to remain in these markets.

US Market

Revenue growth from our US business was flat during the year under review. The industry - including your organization - was impacted due to the channel consolidation and the slowdown in product approvals by the US FDA. Also during the year under review, we received only five product approvals which put further pressure on the business. However, in the beginning of the current financial year, we are witnessing significant improvement in the approval rate and we expect this trend to continue; although one cannot be absolutely sure while predicting regulatory approvals.

In the year under review, we announced our plans to set up a manufacturing plant in the US, which will be the company's maiden facility in North America. Located in Monroe, North Carolina, the facility is spread across 100,000 sq ft plot and has been designed for manufacturing oral solids and injectables. On commissioning, the facility is expected to have a capacity to produce 300-400 Million tablets and capsules per annum. With the setting up of this new facility in the US we would further enhance our manufacturing footprint making it truly global in every sense of the term.

"Our plan to set up a new plant in the US underlines the fast paced growth we have witnessed in a short span of 8 years in the US market and our long term commitment to the country. With this new facility, we would further enhance our manufacturing footprint making it truly global in every sense of the term."

The US business is one of our key markets. We continue to make significant investments in this market both in terms of manufacturing as well as product pipeline. The increased R&D spends year on year will be allocated to the US market. We feel that your organization has built significant capabilities over the past several years and as a result we are best positioned to capture the enormous opportunities that the US market has to offer. We expect the US business, which contributes over 30% to the Group's revenue to be a strong growth driver for the company in the next few years. Your organization will focus across the value chain in the US market from developing generic medicines to a range of specialty products in niche segments apart from having our own pipeline of novel innovative molecules.

R&D - A Key Driver For The Future

In the year under review, we made steady progress on our innovation pipeline as we persisted with our relatively high investments in R&D vis-à-vis the industry. We currently have some exciting developments in our Novel Biologics program.

One of the highlights during the year was the announcement of our first candidate in the area of oncology using our proprietary platform BEAT®. Glenmark recently announced its first clinical development candidate in oncology, GBR 1302, using our proprietary platform BEAT®. GBR 1302, a bispecific antibody, when commercialized will revolutionize the treatment paradigm in HER2 positive cancers and will pave the way for discovering more effective treatments in other forms of difficult-to-treat cancers. BEAT®, Bispecific Engagement by Antibodies based on the T-cell receptor, is a proprietary best-in-class platform developed by Glenmark that streamlines the design and development of bispecific antibodies. For the past 20 years, bispecific antibodies have presented a challenge since all bispecific formats developed until recently have had stability and/or manufacturing issues. By developing this proprietary platform technology, your organization continues to remain at the cutting edge of R&D. We are initiating a Phase I clinical trial for GBR 1302 in Germany soon.

Our pipeline continues to advance with GBR 900 - the first anti-TrkA monoclonal anti-body entering clinical development in year under review. Besides, GBR 830, the first anti-OX40 monoclonal antibody has completed Phase I and Phase IIa studies for Atopic Dermatitis and Coeliac's Disease are starting in the US and EU. Additionally, GBR 500 is also making steady progress. Our partner Sanofi has now announced a Phase II study in multiple sclerosis which is presently ongoing.

On the NCE front, in our mPGES-1 discovery program, GRC 27864, has also moved forward in human trials and is nearing completion of Phase I, which reaffirms our position globally in the development of novel pain therapies. Besides, GRC 17536, a TRPA1 antagonist, has shown positive data in a Phase IIa proof of concept study in patients with painful diabetic neuropathy conducted in Europe and India. We are now opening an IND in the US for a Phase IIb dose range finding study.

Your organization continues to believe that R&D is at the core of the pharmaceutical business and it is our endeavor to transition Glenmark from a generics organization to an innovation driven pharmaceutical company. You can expect our continued commitment towards R&D through consistent investments into research. Even in the area of generics R&D, your organization has begun working on complex generics including complex injectables like peptides. We believe that the R&D thrust for the organization will help us sustain growth over the long term.

One Glenmark

In response to the evolving market trends and increasing competition across branded as well as generic products, an organization restructuring was initiated in the year 2013. The project was christened as 'One Glenmark'. As a part of the scope of the exercise, Glenmark Generics Ltd. has amalgamated with the parent company. Subsequently, multiple activities related to various work-streams was coordinated and project-managed by a cross-functional core team.

With the completion of the exercise, we have achieved the key objectives of establishing a common brand image of Glenmark as an integrated company across generic and branded markets. It also builds in significant flexibility to move across lines of businesses irrespective of market size and helps us achieve considerable synergies throughout our operations to grow faster in all geographies. Congratulations to the team on a job well done, and I am certain that we are now in the right position to achieve success across all possible channels of growth.

Quality & Compliance Excellence

Quality has always been one of the pillars of our business. I am pleased to inform you that despite many manufacturing facilities drawing flak from regulatory authorities of developed markets, all our manufacturing facilities consistently remain in a state of constant compliance and have successfully cleared several stringent audits from authorities like the US-FDA, MHRA-UK and others. Quality at Glenmark is a continuing journey towards perfection. We have endeavored to set robust processes to ensure consistency and reproducibility. All our personnel across different functions are committed to quality and your organization believes in consistently training them and providing them with the best tools to help them in their endeavor to maintain excellence in quality.

Your organization continues to invest in the community. Our ongoing efforts continue to focus on the 8 large projects which we initiated over the past few years, positively impacting over 600,000 people. The focus area for the organization remains in child health. This year we have added sport as an area of focus, considering the lack of support and infrastructure available to sportsmen in our country. We have formed the Glenmark Aquatic Foundation which aims at transforming the ecosystem for swimming as a sport in India. Glenmark Aquatic Foundation will achieve its vision by building a core team of highly motivated experts, developing meaningful partnerships with national and international organizations and will focus on maximizing the potential in every athlete.

"BEAT® is Glenmark's proprietary best-in-class platform that streamlines the design and development of bispecific antibodies. For the past 20 years, bispecific antibodies have presented a challenge since all bispecific formats developed until recently have had stability and/or manufacturing issues. By developing BEAT®, Glenmark continues to remain at the cutting edge of R&D."

Conclusion

The future of your organization looks promising as each of our businesses is well poised for sustainable and profitable growth. The US market, remains a critical growth driver for the organization. Our efforts will be to maximize our exposure and earnings from this market. The India business will also be one of key drivers and we will continue to have an India-specific strategy, which involves focusing on core therapy areas to help us grow in this market. After the India and US markets, the Europe region is now the third most important region for your organization. In just a short span, we have grown this business to over USD 100 Million and we will keep investing in this region so that we continue to remain on a high growth trajectory. The ROW and the Latam region have high growth potential in the coming years. However, if the currency situation continues to remain volatile across emerging markets it may proportionately negate the performance of these regions.

I would like to inform our shareholders that your company's business has been built keeping long term and sustainable growth in mind. And over the years we have built a strong foundation which will propel us to the next level of growth. A robust pipeline of products across geographies, a strong innovative engine, a well spread and diversified manufacturing setup, a strong team of qualified professionals and sound systems and processes - all speak of capabilities which will help us sustain growth in the long run and help us scale the next peak.

I would like to thank you for your continued support and your commitment towards our organization. As we surge ahead, your belief in Glenmark's potential will remain invaluable source of strength to us as we take Glenmark forward towards emerging as a truly global and innovative pharmaceutical organization.

Yours sincerely,

Glenn Saldanha
Chairman & MD

BOARD OF DIRECTORS

Mr. Glenn Saldanha
Chairman & Managing Director

Mr. Rajesh Desai
Executive Director

Mrs. Cherylann Pinto
Director - Corporate Affairs

Mr. D. R. Mehta
Non-Executive Director

Ex Deputy Governor, Reserve Bank of India and Ex Chairman, Securities and Exchange Board of India, he has over 4 decades of rich experience in civil services.

Mr. Sridhar Gorthi
Non-Executive Director

Presently a partner at Trilegal, he has been involved in legal advisory services to various multinational and domestic corporations on restructuring, debt finance, joint ventures, acquisition/ mergers etc.

Mr. J. F. Ribeiro
Non-Executive Director

A retired Government officer, he has served the country under various assignments like Commissioner of Police, Mumbai and Special Secretary to Government of India, Ministry of Home Affairs.

Dr. Brian W. Tempest
Non-Executive Director

He has worked in the Pharmaceutical Industry for the last 40 years and managed healthcare businesses across numerous regions. He is a Fellow of the Royal Society of Chemistry and a Fellow of the Royal Society of Medicine.

Mr. Bernard Munos
Non-Executive Director

The Founder, InnoThink Center for Research in Biomedical Innovation served Eli Lilly & Company, USA as Advisor - Corporate Strategy. He has presented his findings at numerous meetings sponsored by academies, foundations, universities in the US and Europe.

Mrs. B. E. Saldanha
Non-Executive Director

During her 23 year tenure with Glenmark, she was responsible for developing and growing the company's export business.

KEY FINANCIALS

Consolidated Financial Highlights (In INR Mn, unless otherwise stated)	2014-15	2013-14	2012-13	2011-12	2010-11
Total Revenue	66,502.16	60,100.04	50,188.27	40,299.04	30,895.88
Earning before Depreciation, Finance Cost, and Tax Expenses [EBDIT]	10,429.82	10,956.21	10,217.63	7,236.24	7,327.89
Depreciation and Amortisation	2,599.80	2,167.95	1,270.09	978.78	946.78
Profit for the year	4,752.40	5,456.03	6,282.90	4,643.07	4,578.33
Equity Dividend	200%	200%	200%	200%	40%
Equity Share Capital	271.29	271.22	270.85	270.53	270.27
Reserve and Surplus	29,732.05	29,561.58	27,359.40	23,745.77	20,102.10
Net Worth	30,003.36	29,832.80	27,630.25	24,016.30	20,372.37
Total Debt	37,999.32	32,669.72	27,648.69	22,445.01	21,064.62
Gross Fixed Assets	42,016.55	37,786.47	32,968.40	28,384.24	24,685.23
Net Fixed Assets	32,704.42	30,356.89	27,682.09	24,247.59	21,517.50
Total Assets	96,875.06	86,336.03	71,710.03	58,834.27	50,977.77
Market Capitalisation	2,13,278.21	1,53,485.47	1,25,283.36	83,230.25	76,649.15
Number of Equity Shares	2,71,294,553	2,71,223,653	2,70,853,653	2,70,535,503	2,70,272,053
Closing Market Price as on 31st March	786.15	565.90	462.55	307.65	283.60
Key Indicator					
Earning Per Share (₹)	17.52	20.01	22.91	17.03	16.78
Debt: Equity Ratio	1.27	1.10	1.00	0.93	1.03
Return on Capital Employed [PAT/Net Worth]	15.84%	18.29%	22.74%	19.33%	22.47%

Note: It must be noted that the financial information for FY 2011 onwards has been prepared under International Financial Reporting Standards (IFRS), where as prior years' financial information have been prepared under Indian Generally Accepted Accounting Principles (I-GAAP); accordingly FY 2011-15 information is not strictly comparable with prior years' information.

INNOVATING TREATMENT THAT WILL IMPACT LIVES

For Glenmark, innovation is not just about doing things differently, but about making a transformational difference to the world through our belief that there is an answer for every unmet medical need

Transforming with BEAT®

Glenmark recently announced its first clinical development candidate in oncology, GBR 1302, using our proprietary platform BEAT®. GBR 1302, a bispecific antibody, when commercialized will revolutionize the treatment paradigm in breast cancer and will pave the way for discovering more effective treatments in other forms of difficult-to-treat cancers.

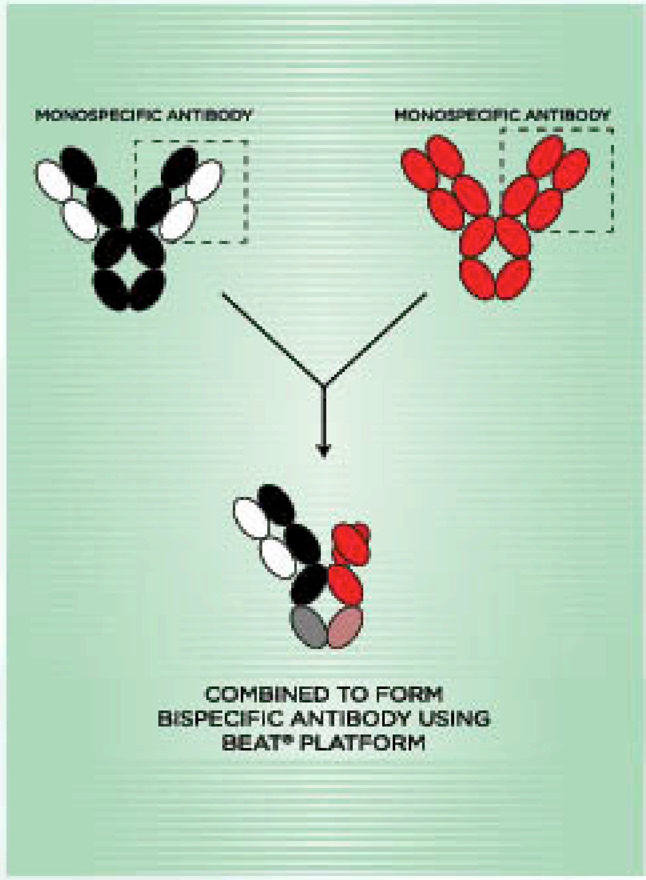
What is BEAT®?

BEAT®, Bispecific Engagement by Antibodies based on the T-cell receptor, is a proprietary best-in-class platform developed by Glenmark that streamlines the design and development of bispecific antibodies. For the past 20 years, bispecific antibodies have presented a challenge since all bispecific formats developed until recently have had stability and/or manufacturing issues.

Bispecific Antibodies – At the cutting edge of science

Monoclonal antibodies are widely used in the treatment of various severe or life-threatening diseases including cancer. Each antibody can bind only to a specific antigen like a lock and key.

Going a step further, Glenmark's biologics research group based in La Chaux-de-Fonds, Switzerland has designed bispecific antibodies which combine two antibodies into one. These differ from conventional antibodies by their ability to bind two different antigens rather than one, using their two different arms. Engaging two targets with one bispecific antibody is an attractive and transformational concept to design new therapeutics.



Glenmark La Chaux-de-Fonds Team

GBR 1302 will, if successful in the clinic, address the major unmet medical needs - Herceptin resistant tumours and tumours with intermediate Her2/neu expression, which cannot be treated with Herceptin

"GBR 1302 is significant for Glenmark on multiple levels: It is our first bispecific antibody, it is our first antibody based on our proprietary BEAT® antibody engineering platform and it represents the entry of Glenmark into the Oncology innovator space, which has a huge commercial potential."

Dr. Michael Buschle,
Chief Scientific Officer, Glenmark

Unmet need in breast cancer

One of the key targets identified for treating breast cancer is the Her2/neu antigen. While established monoclonal antibody treatments like Herceptin (trastuzumab), Perjeta (pertuzumab) and Kadcyla (trastuzumab emtansine) have benefited many women with breast cancer, the downside is that the breast cancer tissue has to be HER2 positive, expressing a very high level of Her2/neu antigen. Unfortunately, only 1/3 of the patient population express high levels of Her2 and the remaining patients are unable to be treated with existing antibody therapeutics or need to go on an alternative therapy.

The mode of action of GBR 1302 is different from all other current HER2 targeting antibodies. It redirects cytotoxic T cells through its CD3 binding arm onto HER2 expressing cancer cells and induces the killing of the cancer cells. The killing of cancer cells by GBR 1302 is more rapid, more complete and not subject to the same resistance escape mechanisms as competing therapies.

Preclinically, GBR 1302 has demonstrated superiority over current antibody therapies for breast cancer in two important areas:

- GBR 1302 is able to kill cancer cells which are resistant to killing by Herceptin.
- GBR 1302 is able to kill cancer cells with an intermediate expression level of HER2 against which Herceptin is not clinically efficacious.

Unmet need in additional HER2 positive cancers

The same principles that allow the targeting of HER2 positive and Herceptin resistant metastatic breast cancers and breast cancers with intermediate expression of HER2, apply also to other HER2 overexpressing cancers.

Herceptin (tratuzumab) is already indicated for the treatment of HER2-overexpressing metastatic gastric or gastroesophageal junction adenocarcinomas. In addition, ovarian, certain uterine cancers, pancreatic cancers and bladder cancer can be HER2 positive and clinical experience for successfully treating these with current HER2 targeting monoclonal antibodies is building up.

Preclinically, the activity of GBR 1302 is not limited to only breast cancer cell lines, but shows the same potent and rapid killing towards non-breast cancer cell lines - provided they overexpress HER2.

Therefore GBR 1302 has the potential to be applied for the treatment of a broad array of cancers in addition to breast cancer.

If these preclinical properties translate into the clinic, then GBR 1302 would constitute an innovative treatment for breast cancer (and other HER2 positive cancers) potentially superior to the current established monoclonal antibody treatments, Herceptin (trastuzumab), Perjeta (pertuzumab) and Kadcyla (trastuzumab emtansine).

CREATING A WORLD OF POSSIBILITIES

Our drug discovery efforts are focused on chronic, unmet medical needs namely: Inflammation, Pain and Oncology

Enrollment Begins of First Patient in Phase II Vatelizumab Trial in Relapsing Remitting Multiple Sclerosis (RRMS)

In this Phase IIa/IIb study, named EMPIRE, the efficacy, safety and dose response of Vatelizumab vs. Placebo are assessed in RRMS patients. Glenmark outlicensed Vatelizumab (GBR 500) to Sanofi for all indications in 2011. The study is currently recruiting patients in the USA, Canada, Poland and the Russian Federation. The primary completion date with 168 patients is currently estimated as May 2016.

Unmet medical need:

Multiple sclerosis is a chronic inflammatory demyelinating and neurodegenerative disease of the central nervous system (CNS). Uncontrolled inflammation within the CNS leads to inflammatory damage that is associated with demyelinating lesions and neurodegeneration in patients with MS.

Glenmark's TRPA1 antagonist 'GRC 17536' shows positive data in a proof-of-concept study in patients with painful diabetic neuropathy

Glenmark's first-in-class Transient Receptor Potential Ankyrin 1 (TRPA1) antagonist, GRC 17536 has shown positive data in a Phase IIa double blind, placebo controlled, multi-centre, proof - of - concept study conducted on 138 patients in Europe and India. Regulatory submissions for a Phase IIb dose range finding study in US, EU and India are underway.

Unmet medical need:

Painful diabetic neuropathy remains a difficult to manage chronic clinical condition with limited therapeutic options.

Glenmark's novel monoclonal antibody 'GBR 900' for treatment of chronic pain enters human trials

GBR 900 is a first-in-class monoclonal antibody for the treatment of chronic pain targeting TrkA, the receptor of nerve growth factor. The antibody has successfully completed the Phase I enabling preclinical development programme and a Phase I clinical trial is currently being carried out in the UK. GBR 900 is the first anti-TrkA monoclonal antibody to enter clinical development.

Unmet medical need:

GBR 900 targets TrkA, a receptor for nerve growth factor (NGF) involved in chronic pain signaling. Monoclonal antibodies directed against NGF represent one of the rare clinical breakthroughs in chronic pain treatment and have shown excellent clinical activity in inflammatory and neuropathic pain.

Glenmark's novel molecule 'GRC 27864' for chronic inflammatory diseases including pain enters human trials

GRC 27864 is a potent, selective, orally bioavailable inhibitor of Microsomal Prostaglandin E synthase-1 (mPGES-1). The molecule has successfully completed pre-clinical and Phase I enabling studies. Phase I trial (first-in-human) with single ascending doses of GRC 27864 has been completed and a multiple ascending dose study is nearing completion in the UK. With this, Glenmark has reaffirmed its position globally in the development of novel pain therapies.

Unmet medical need:

This NCE program targets mPGES-1 as a novel therapeutic target in pain management. Selective mPGES-1 inhibitors are expected to inhibit increased prostaglandin E2 (PGE2) production in the disease state without affecting other

Glenmark has a pipeline of 3 NCE and 4 NBE molecules in, or ready to enter, clinical trials soon, including the in-licensed molecule 'Crofelemer'

prostanoid metabolites. Thus, GRC 27864 has the potential to be beneficial in the chronic treatment of inflammatory diseases and associated pain. GRC 27864 is currently being developed as a drug for the potential treatment of chronic inflammatory disorders such as osteoarthritis (OA) and rheumatoid arthritis (RA).

Recent reports indicate that more than 1.5 billion people worldwide suffer from chronic pain in some form with a direct correlation between incidence rates and increasing age. It is estimated that, at some point in their lives, 20% of the global adult population suffers from pain with 10% of newly diagnosed cases of chronic pain being added each year.

Glenmark's novel monoclonal antibody 'GBR 830' for treatment of autoimmune diseases enters human trials

GBR 830 is an antagonistic monoclonal antibody with first-in-class potential for the treatment of autoimmune diseases targeting OX40, a co-stimulatory receptor on T cells. GBR 830 is the first OX40 antagonistic antibody devoid of agonistic properties to enter clinical studies. The antibody has successfully completed Phase I clinical trial in the Netherlands and has shown to be well tolerated at the highest dose tested. Phase II studies for Atopic Dermatitis patients are being initiated in the US and for Coeliac's Disease in EU and US.

Unmet medical need:

OX40 is a very well validated target with the potential to treat a wide array of autoimmune diseases. However, discovering antibodies that inhibit OX40 and do not have agonistic properties, which would lead to unwanted side effects, has proven very difficult and based on Glenmark's data GBR 830 is devoid of any agonistic properties.

GBR 830 targets auto-reactive T cells. This cell type drives the pathology in most autoimmune diseases and including, but not limited to illnesses such as rheumatoid arthritis, multiple sclerosis, inflammatory bowel disease and lupus.

Glenmark's in-licensed NCE 'Crofelemer' received the US FDA approval for HIV associated diarrhea

Glenmark has already filed Crofelemer in some of the key markets within the 140 countries where it has exclusive marketing and distribution rights.

Unmet medical need:

Crofelemer is a first-in-class molecule for symptomatic relief of non-infectious diarrhea in patients with HIV/AIDS on anti-retro viral therapy. There are 10 Mn patients globally impacted by this disease.

INNOVATION RESEARCH PIPELINE

DISCOVERING NEW POSSIBILITIES

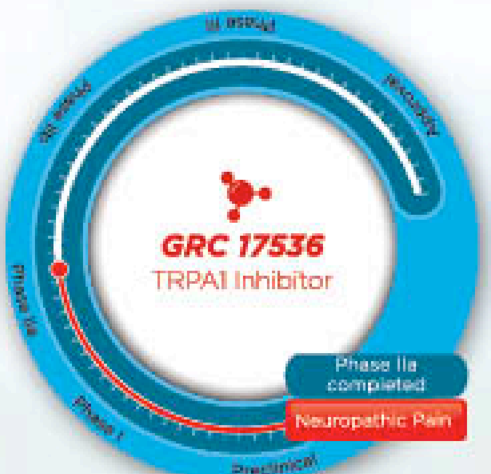
We believe that innovation is the only way to build a truly global organization that delivers outstanding results. Glenmark has a pipeline of seven molecules - 3 NCEs and 4 NBEs, most are first-in-class globally

NCE

10 Mn
PATIENTS GLOBALLY

IN-LICENSED FOR ROW MARKETS

- First-in-class molecule for symptomatic relief of non-infectious diarrhea in patients with HIV/AIDS on anti-retro viral therapy
- Salix obtained US FDA approval for marketing authorization in the US on 31st Dec 2011
- Filed in some of the key markets within the 140 countries



>40 Mn
PATIENTS GLOBALLY

MARKET: USD 6 BN

- Has shown good safety in GLP safety pharmacology and chronic toxicology studies performed
- Multi-country Phase II proof-of-concept study completed in Europe and India
- Plan to initiate Phase IIb dose range finding study in Q3 FY 2015-16

>100 Mn
CHRONIC PAIN PATIENTS GLOBALLY

OPTION AGREEMENT WITH FOREST LABORATORIES

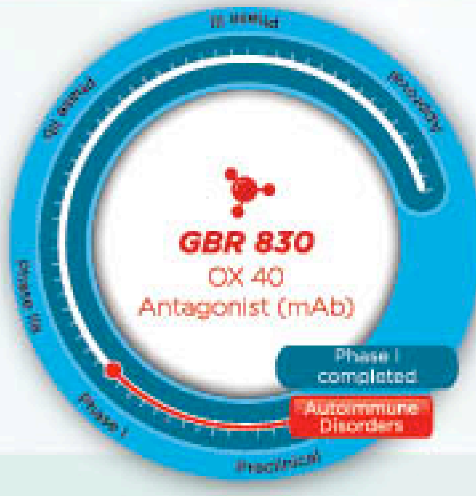
- Glenmark has entered into a collaboration and option agreement with Forest Laboratories Inc. for the development of novel mPGES-1 inhibitors to treat chronic inflammatory conditions including pain
- Phase I study is currently ongoing and to be completed by Jan 2016

>2 Mn

PATIENTS GLOBALLY

OUT-LICENSED TO SANOFI

- Novel mechanism with broad anti-inflammatory potential
- First-in-class opportunity: No other monoclonal antibody against the same target
- Phase I studies completed in the US by Glenmark
- Out licensed to Sanofi for further development
- A Phase II study in Ulcerative Colitis was early terminated due to slow recruitment, not linked to any safety concern
- Phase II clinical development is currently continuing in patients with Relapsing-Remitting Multiple Sclerosis



NIH ESTIMATES THAT 14.7 TO 23.5 MILLION US AMERICANS ARE AFFECTED BY AUTOIMMUNE DISORDERS

ACROSS THE DEVELOPED AND EMERGING MARKETS, THE PREVALENCE OF ATOPIC DERMATITIS IS MORE THAN 150 MILLION

- First anti-OX40 antagonistic monoclonal antibody
- First monoclonal antibody that has been produced in Glenmark's Swiss manufacturing plant
- Phase I completed in the Netherlands
- IND submission planned for a Phase IIa study in patients with Atopic Dermatitis for Q3 FY 2015-16 in the US
- Additional signal search study in Coeliac's Disease to be initiated in parallel in EU and US

>100 Mn

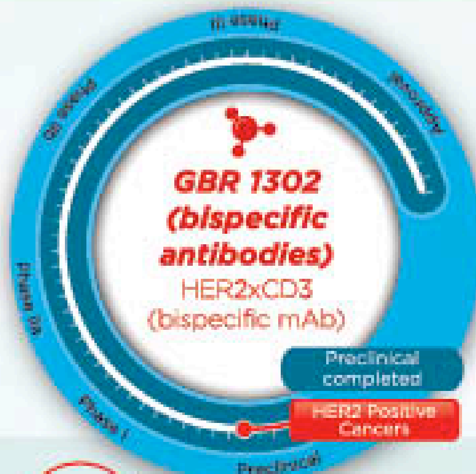
CHRONIC PAIN PATIENTS GLOBALLY

>3 Bn

PAIN MARKET

IN-LICENSED FROM LAYLINE GENOMICS, ITALY

- First-in-class opportunity with a novel pain receptor system for treatment of chronic pain
- Phase I enabling toxicity studies completed
- Phase I clinical trial is ongoing in UK



>20 %

OF ALL BREAST, OVARIAN GASTRIC CANCERS

DEVELOPED USING GLENMARK'S PROPRIETARY BEAT® PLATFORM

- First bispecific antibody based on Glenmark's innovative BEAT® technology
- Glenmark's first innovator project in the Oncology space
- Starting Phase I in Germany in patients with HER2 positive cancers in Q2 FY 2015-16

GLOBAL PRESENCE

01

USA

- 95 generic products authorized for distribution in the **US** market
- Currently 70 applications pending with the US FDA, of which 33 are Paragraph IV applications
- Filed 18 ANDA applications with the US FDA
- Successfully launched 6 products consisting of a mix of semi-solid preparations, delayed release and immediate release items
- Successfully launched Eszopiclone Tablets, Telmisartan Tablets, Fluocinonide Cream USP, Omeprazole Delayed-Release Capsules, Ashlyna™, Trandolapril and Verapamil Hydrochloride Extended-Release Tablets

Glenmark is setting up a new manufacturing facility at Monroe, North Carolina, USA to serve our growing business in the country. It will manufacture oral solids and injectables

02

INDIA

- Glenmark ranked 17th* in **India**
- The India business registered value growth of 18% as compared to industry growth of 13%
- Glenmark presently has 8 brands in the Top-300 Brands in the Indian Pharmaceutical Market
- Glenmark received the 'Golden Peacock Environment Management Award - 2015' for its Environment Sustainability initiatives at the Goa manufacturing facility

03

ASIA

- Glenmark entered the respiratory markets in **Philippines** and **Sri Lanka** with the launch of inhalers
- Combiwave SF, an inhaled respiratory product was approved in **Malaysia**

*As per IMS MAT March 2015

Making a difference, globally

Glenmark aims to enrich million lives across the globe by ensuring greater access to quality medicines.

We are working towards providing access to affordable and innovative medicines. We ensure that our medicines are available where they are needed.

30+

Sales across Countries

20+

Countries with Glenmark Offices

6

R&D Centers across UK, India & Switzerland

16

Manufacturing Facilities across India, Argentina, Czech, Brazil & US

04

EUROPE

- Glenmark's Western European Business successfully launched Escitalopram in **UK, Netherlands** and **Germany**, and Metformin oral solution in the UK
- Glenmark in Germany is the fastest growing generic company within the Top-50 companies and is ranked 16th amongst the generic groups in this market
- The key launches include Linezolid bags, Memantine, Cilostazol and Amlodipine+Ramipril in **Central Eastern Europe**
- The other products launched successfully in this region were Artaxin, Dilizolen, Magnesium B complex, Telmark Plus, Fayton RFU, Hemoroeasy gel, Radioxar, Bicalutamid and Cital60 tabs

05

AFRICA

- Glencet (Levocetrizine) launched in **Nigeria**, Flexilor range (Lornoxicam) launched in **Uganda**

06

CIS

- Continued to secure its position in the Top-15 derma companies and in the list of Top-50 companies in the retail segment in **Russia***
- Glenmark received approval for Imiquimod and Halobetasol cream in **Ukraine**

07

LATAM

- Glenmark launched two new oncology products - Gemcitabine & Pemetrexed, in the **Mexico** market

Glenmark inaugurated a new Antibody Manufacturing Facility in La Chaux-de-Fonds, Switzerland to supplement Glenmark's existing in-house discovery and development capabilities and supply GMP material for clinical development

*As per IMS Health MAT March 2015

INTEGRATION FOR SUSTAINED GROWTH

The big leap to establish a common brand image of Glenmark as an integrated company across generic and branded markets

Every pharmaceutical company in today's time has to constantly evolve basis the market changes and requirements, given that the divide between specialty and generics companies is fast disappearing. Many big pharmaceuticals companies have been investing in generic opportunities to ensure they have a presence in the hugely growing generics market place in both developed and emerging economies. At the same time, generic companies are constantly looking at opportunities to invest in the novel R&D space.

Considering this market trend and having built a successful billion dollar enterprise, it had become important to ensure that we are able to move across lines of business – Pure Generics, Branded Generics, NCE / NBE, OTC, in each market place that we operate in. With a view to align our long-term objectives with the prevailing operating environment, an organization restructuring was made effective in the year 2013 to leverage the best of GGL and GPL for its businesses, stakeholders, employees and shareholders equally. The project was christened as 'One Glenmark'.

As a part of the scope of the exercise, a legal merger of GGL and GPL was successfully executed and was effective from May 1, 2015. Subsequently, multiple activities related to various work-streams such as artwork changes, transfer of assets and licenses, employee transfers and change of name of market-facing foreign subsidiaries was coordinated and project was managed by a cross-functional core team.

A detailed list of licenses, approvals and contracts was prepared and the team focused across plants to ensure that all our applications were submitted on time to make the required changes. This ensured that we managed to continue production activities as usual in spite of the ongoing transition process. All other activities across employee transition, website integration and administrative requirements were also completed as per the timelines.

With the completion of the exercise, we have achieved the key objectives of establishing a common brand image of Glenmark as an integrated company across generic and branded markets. It also builds in significant flexibility to move across lines of businesses irrespective of market size and helps us achieve considerable synergies throughout our operations to grow faster in all geographies. Glenmark is now in the right position to achieve success across all possible channels of growth.

One Glenmark now servicing the entire globe

ADVANCING ECOSYSTEM FOR FUTURE

By collaborating and engaging with business users at all levels, functions and geographies, the Glenmark IT team is preparing the platform for our future multibillion dollar business

The IT investments at Glenmark are turning out to be a key differentiator in our endeavour to enrich lives. Over the past decade, the organization has witnessed phenomenal growth. Our IT infrastructure, systems and processes have been augmented and aligned with industry best practices to support our growing businesses and constantly increasing workforce across geographies.

With this intent in mind, Glenmark IT team has been striving to achieve the vision of 'Business Trusted IT Partner'. They have been working continuously on new initiatives which touch, enrich and enable every Glenmarkian's work life. IT has been supporting our business partners globally on business requirements, challenges and implementing solutions that are best in class and sustainable. With the right strategy and technology mix; IT has been working in specific areas so that business drives, and Glenmark maintains competitive advantage over our peers. As a service department; IT not only creates niche solutions but also collaborates with our partners to improve existing infrastructure and services.

Team IT has taken upon itself a role which moves beyond the ordinary realms of support, connectivity, and is truly at the cutting edge of process improvement and technology enhancement. One such initiative is 'DISHA', to synergize the knowledge resources available across all geographies and functions of Glenmark into one seamless organization, by creating lasting customer relationships and expanding business opportunities which will support ever-changing regulations and ensure compliance on an ongoing basis.

In today's tech savvy world, employees need to have access to their systems, information on the go and stay connected with their counterparts round the clock. Communication and collaboration with the mobile device for e-mail, approvals - mobility solution, reporting and analytics is being rolled out across global locations.

Some of the systems being enhanced and implemented are in the key areas of regulatory and compliance, pharmacovigilance, quality management, human resource management, serialization, document management, e-procurement, revenue management, disaster recovery, security, CRM and R&D through a robust program management and governance.

Lastly, by collaborating and engaging with business users at all levels, functions and geographies, the Glenmark IT team is laying the platform for 'enriching lives' for our future multi billion dollar business.

Members of the Glenmark IT team

OUR QUALITY PRODUCTS

BENCHMARKING QUALITY

Glenmark strives not only to meet the stringent regulations but also to set new benchmarks through delivery of high quality compliant products across all geographies

In a regulated world of pharmaceuticals, organizations are mandated to follow health authority guidelines and are required to set up systems that ensure quality of the manufactured product. A Product Quality is defined in terms of its identity, strength, purity, safety and efficacy. Countries throughout the world develop standards for these criteria depending upon the degree of progress and maturity of their health care systems and organizations evolved to meet these graded criteria. The next level of evolution among organizations globally was to ensure that product quality remains consistent irrespective of the geography it is supplied.

At Glenmark, we go one step further and define meeting the most stringent product quality criteria as a minimum requirement and emphasize on building a culture of quality with principles of excellence embedded within our DNA. For Glenmark, quality and compliance are non-negotiable. By following these principles uncompromisingly over the years we have built a remarkable reputation with our customers and regulatory agencies around the globe. Our multiple accolades and recognitions bear testimony to our efforts.

Glenmark's commitment to world-class quality standards is reflected in its state-of-the-art manufacturing facilities located across the globe. Glenmark has 16 manufacturing facilities, world over, which are approved by various regulatory bodies such as the US-FDA, UK-MHRA, WHO-GMP, Canadian TPD, South African MCC and ANVISA of Brazil.

Glenmark is relentless in stepping up its quality systems across its research and manufacturing facilities ensuring that its products, processes and infrastructure all measure up to international expectations. Quality is built as a culture through continuous coaching and training programmes for all employees to enable them implement higher standards. Glenmark strives not only to meet the stringent regulations but also to set new benchmarks through delivery of high quality compliant products across all geographies.

OUR PEOPLE

TRANSCENDING CULTURAL BARRIERS AND BORDERS

The values that bind our talented team of over 11,500 employees are Achievement, Respect and Knowledge

Glenmark Ukraine team

Glenmark believes that its strength lies in the diverse culture, backgrounds, skills and experience of its over 11,500 strong global team. Transcending all barriers, our people operate in an integrated manner to provide the creative strength and energy to our business and have a critical role to play in achieving our strategic objectives in today's rapidly changing environment. Apart from Teamwork, the values that bind this talented team from over 50 nationalities are Achievement, Respect and Knowledge.

The people who fuel Glenmark's growth are inspired by the vision of 'enriching lives to create a healthier and happier world'. And every individual at Glenmark believes the key to achieving this vision lies in innovation that is focused on identifying unique ways to develop better medication, and continuing to be a responsible Global Organization.

ENVIRONMENT RESPONSIBILITY

Glenmark has taken initiatives to conserve natural resources, reduce waste generation and has adopted environmentally sound technologies for waste disposal to minimize environment burden

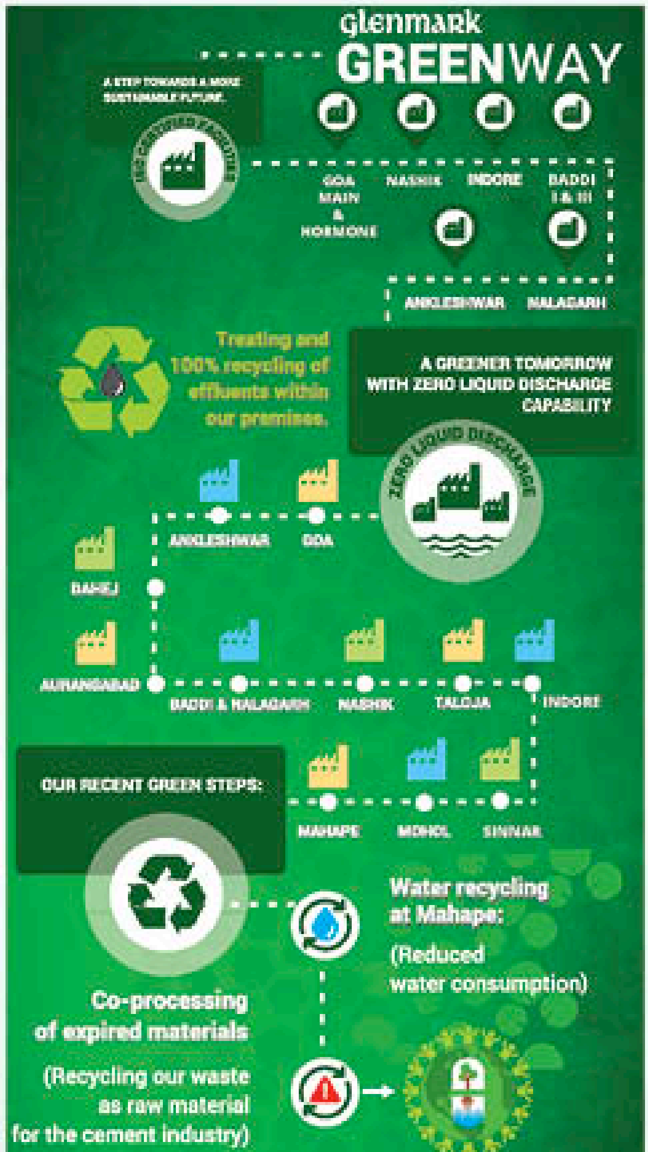
An important component of Glenmark's Corporate Responsibility is Environment, Health & Safety (EHS). This is reflected in EHS policy which places huge importance on meeting all (and exceeding where appropriate) applicable statutory and other requirements at all times.

Glenmark has a special focus on conserving natural resources while manufacturing quality pharmaceutical products. Specific water consumption and effluent generation has been reduced in this year as compared to the previous year. State-of-the-art effluent treatment plants have been installed to ensure that the treated effluent is fully recovered and recycled back for use in plant's utilities and horticulture activities. R&D centre at Mahape implemented treated effluent recycling project, which has reduced fresh water consumption. Indian operations have reduced specific effluent quantities and fuel consumption in 2014-15 as compared to 2013-14. They also saved electrical energy through various energy efficiency projects in 2014-15. Dahej plant installed online monitoring system for determining treated effluent quality round the clock to ensure compliance at all times. Ankleshwar, Dahej, Aurangabad and Mohol plants have installed state-of-the-art effluent treatment plants which comprises of Reverse Osmosis (RO), Multi Effect Evaporators (MEE) and Agitated Thin Film Drier (ATFD) to ensure zero discharge of liquid effluents and environmental protection.

Glenmark has adopted ISO 14001:2004 standard at its manufacturing facilities. Now eight plants - Goa Main, Goa Hormone, Nashik, Indore, Baddi-I, Baddi-III, Nalalgarh and Ankleshwar have established, implemented and achieved ISO 14001:2004 certification. Baddi-I, Baddi-III, Nalalgarh and Ankleshwar Plants have achieved this feet for the first time. Glenmark's Indore plant has established, implemented and achieved OHSAS 18001:2007 certification in 2014-15.

Glenmark received the 'Golden Peacock Environment Management Award - 2015' for its Environment Sustainability initiatives at the Goa plant

Glenmark has been conferred with the prestigious 'Golden Peacock Environment Management Award-2015' for its environment sustainability initiatives at its Goa plant. Glenmark's Goa and Nashik plants have been awarded '15th Annual GreenTech Environment Award – 2014' in the Gold Category by GreenTech Foundation for consistent environmental performance in the last three years. Glenmark's Indore plant has won Madhya Pradesh Chamber of Commerce and Industry (MPFCCI) Outstanding Achievement Award 2014 for Excellence in Health and Safety.



TRANSFORMING THE LIVES OF LESS PRIVILEGED

Glenmark impacted more than 600,000 lives over the years in child health and sustainable livelihoods, and continues to impact lives through its programs. 30 Glenmark locations across 13 countries are now touching lives through the Joy of Giving festival

Our CSR vision is to enrich lives to create a healthier and happier world. Glenmark Foundation, the CSR arm of Glenmark Pharmaceuticals Ltd., has been actively engaged in creating social impact through our child health and sustainable livelihoods programs. Our interventions are spread across Madhya Pradesh, Rajasthan, Maharashtra, Orissa, Himachal Pradesh and Kenya.

Glenmark Foundation has been consistently impacting lives through our flagship initiative 'Project Kavach' aimed at improving child health. The focus has been on reducing malnutrition and under nutrition, increasing immunizations and inculcating better sanitation and hygiene practices. This year in collaboration with our NGO partners, we have conducted various training workshops and capacity building of front line workers, medical officers, paramedics, local governing body members and care-givers. Home visits were conducted to monitor malnourished children, and counsel pregnant and lactating women. Our interventions like 'Coloured Beads' and 'Immunization Calendars' have helped reduce malnutrition and increase immunization awareness and have been extremely successful in promoting healthy behaviour among our targeted villages. Our 'Ambulatory Service' in the remote tribal areas has helped to bridge the gap between the available medical infrastructure and the villages. We continue to run our 'Role Model Anganwadis' and 'Community Crèches' that ensure supplementary

Ambulatory care reached out to over 900 children, 1,260 pregnant women & lactating mothers on a monthly basis in MP

nutrition and regular immunization of children. To facilitate direct intake of micronutrients in malnourished children, this year we started a unique initiative of backyard nutrition gardens to grow vegetables in polypropylene sacks. This has also benefited the landless families for direct intake of micronutrients. The community health libraries which have been set up to encourage reading on appropriate health related practices have received positive response from our supported communities. Presently we have undertaken projects in Madhya Pradesh, Rajasthan, Maharashtra, Himachal Pradesh and Kenya.

Impacting lives through innovation

Through our mMitra project - a free mobile-based Health Advisory Voice Messaging Service for pregnant women

Reached out to more than 75,000 children through our various child health intervention over the years

and mothers; we have reached out to over 6,000 women attending the antenatal clinic at the Sion Hospital in our first year of support. These voice messages are medically verified,

Achieved 90% immunization of targeted children in our supported 150 villages in Rajasthan

individualised voice messages of 60-90 seconds duration in the local language, sent directly to the mobile phones of the enrolled women.

Empowering by creating livelihood opportunities

Our 'Sustainable Livelihood' programmes are aimed at creating opportunities for school drop-outs by providing vocational training, ensuring food security for tribal farmers and helping the differently-abled regain mobility and dignity through artificial limbs.

We conducted Skill Development and Entrepreneurship Programme for school drop-outs in Nashik, Maharashtra and trained over 650 youth in various vocational courses such

Our Impact Over The Years

5.5L
Total Beneficiaries

75K
Children Reached Out

23K
Total SAM/MAM Children

8K
Total Children Completed Immunization

1.7L
Reached Out Through Our Sanitization Campaign

18K
Pregnant and Lactating Women

as basic computer course, mobile repairing and tailoring during this financial year. In Orissa, we have empowered 2,000 tribal families with natural resource management capabilities. We focussed on land-levelling, building farm ponds and small earthen check-dams, constructing ring-wells and encouraging horticulture. Initially these families earned a meagre income of ₹ 600 per month, our intervention has helped them earn ₹ 6,000 per month. In Jaipur, Rajasthan, we


Positively impacted over 11,000 households in the slums of Nairobi


Conferred Civic Award for Social Development by the Bombay Chamber of Commerce and Industry

have been able to rehabilitate over 2,000 differently-abled individuals by providing artificial limbs, thus giving them the opportunity to lead a productive life. This year we also conducted a disability camp for fitment of prosthesis and orthosis reaching out to 190 beneficiaries in Sikkim.

At Glenmark, we also support the advancement of education. Through our efforts we have helped to develop better infrastructure facilities to improve the quality of education in rural tribal areas of Maharashtra.

Global Joy of Giving

This year, we celebrated the festival of philanthropy in 30 of our locations across 13 countries. Our employees across


Glenmark employees celebrated the festival of philanthropy across 13 countries

the globe contributed and made a difference to children suffering from life-changing illnesses, less privileged and orphan children in addition to the disabled, single mothers and flood victims. Food donation drive was also conducted.

Glenmark Aquatic Foundation - 'Creating Champions through Swimming'

This year we formed the Glenmark Aquatic Foundation which aims at improving the ecosystem for swimming as a sport in India. Glenmark Aquatic Foundation will achieve its vision by building a core team of highly motivated experts, developing meaningful partnerships with national and international organizations and will focus on maximizing the potential in every athlete.

Global Environment

The global economy grew by 2.6% in 2014, up slightly from 2.5% in 2013 according to IMF. However, the recovery has been uneven across regions. Growth in some major economies has been strong – the US grew by 2.4%, up from 2.2% in 2013 and the UK grew by 2.6%, up from 1.7% in 2013. Emerging markets showed stronger economic growth than developed markets in 2014, continuing this long-term trend.

Growth in Latin America and the Caribbean slowed markedly to 0.8% in 2014 but with diverging developments across the region. South America decelerated sharply as domestic factors, exacerbated by China's cooling economy and declining global commodity prices, took their toll on some of the largest economies in the region. In contrast, growth in North and Central America was robust, lifted by strengthening activity in the United States. Again, growth in the CIS slowed down sharply in 2014. The geopolitical tensions in the region resulted in a difficult external environment with high levels of uncertainty.

The Indian economy which reportedly grew by 7.3% in 2014-15 seems to be in the midst of a recovery with lower fiscal and current account deficit and aided by improvement in the performance of both services as well as manufacturing sectors. But it has to be said that while many macro-economic indicators have improved during the course of the year, the journey to realize the full growth potential of the economy is going to be slow and challenging.

Global Pharma Scenario

The global pharmaceuticals market grew at 7% in 2014 to reach USD 1.06 trillion as per IMS; the highest growth recorded in a decade (in 2004 the growth rate was 7.7%). The high growth in 2014 was led by the US, which grew by 12% on account of new drug launches and fewer loss of exclusivity. IMS further predicts that the global pharmaceuticals market will expand at a CAGR of 4-7% to 2018 and reach USD 1.3 trillion. This will primarily be driven by fewer patent expires in developed markets, new medicines and growth in emerging markets.

Emerging markets would continue to grow at 8-11%; but the growth will be powered by generics as opposed to branded products. In fact, generic and non-branded products are expected to grow at double the rate of branded ones in emerging markets.

However, risks of downside remain on account of uneven economic recovery in Europe, political tension in Russia, Middle East and even Africa. Specialty therapies continue to be more significant in developed markets than in emerging markets. The leading specialty classes in emerging markets are pain, antibiotics and hypertension whereas in developed markets; oncology and autoimmune diseases are more prominent.

It is interesting to note that the past 4 years witnessed small molecule products worth USD 130 billion facing Loss of Exclusivity (LoE) in developed markets. However, the equivalent amount for LoE in the next 4 years is just USD 87 billion; implying a reduction of over 30%.

2014 was also an excellent year for pharmaceutical innovation as it saw the highest number of new drug approvals by US FDA since 1996. Megamergers, which witnessed a lull in 2011-12 but picked up in 2013 continued aggressively in 2014. However, push for tax inversion deals have seemed to reduce in the recent past. Even emerging markets like Russia and India saw some significant M&A activities. Most of the recent deals have been centered on access to new markets/ products and realignment of therapy areas.

There was also significant depreciation in currency of some of the emerging markets like Russia and South Africa in the year gone by. Another market trend has been the strong push towards local manufacturing witnessed across emerging markets. Also, US Generics pricing continues to be under pressure on account of consolidation amongst major channel partners. Since 2012, there has been an extensive consolidation between wholesalers and retail chains leading to significantly higher buyer power and in turn putting pressures on margins of pharmaceutical companies.

New Guinness World Record: World's largest mosaic smiley using bottles of our Ascoril brand which were donated to 32 Govt. Hospitals

Financial Summary

Material Consumed and Purchase of Traded Goods

Cost of Material consumed including Finished goods purchased were at ₹ 19,344.37 Mn as against ₹ 18,730.22 Mn in the previous year and as a percentage to sales was at 29.18% as against 31.19% of previous year.

Employee Cost

Employee Cost was at ₹ 12,024.10 Mn as against ₹ 10,261.46 Mn an increase of 17.17% mainly attributed to increase in headcount due to expansion of business and inflationary trends prevailing in the markets in which the Company operates.

Other Expenses

Other Expenses includes Manufacturing Overheads, Selling and Marketing Expenses, Administrative and General Expenses, R&D Expenses and Litigation expenses.

The Expenditure increased to ₹ 24,703.87 Mn as against ₹ 20,152.48 Mn an increase of 22.58%. The increase in expenditure was mainly attributable to increase in travelling, consumables and other operating expenses to support growth, R&D expenditure to provide strong product portfolio and also due to expenses attributable to amalgamation and litigation expenses towards Texas etc.

Depreciation and Amortisation

Depreciation and amortisation increased to ₹ 2,599.80 Mn as against ₹ 2,167.95 Mn during the year.

Finance Costs

Interest Expenses showed a marginal increase of 0.8% at ₹ 1,901.50 Mn as against ₹ 1,885.94 Mn.

Profit After Tax

Profit after tax for the year was ₹ 4,752.40 Mn as against ₹ 5,456.03 Mn in the previous year mainly influenced due to one-time expenses as mentioned above.

Dividend

The Board of Directors have recommended a final dividend of 200% (₹ 2 per equity share of ₹ 1 each) on the equity share capital as at 31 March 2015 subject to the approval of shareholders.

Equity Capital

The equity capital has increased from ₹ 271.22 Mn in FY 2014 to ₹ 271.29 Mn in FY 2015 due to allotment of equity shares on conversion of 70,900 stock options.

Accounts Payable

Accounts Payable increased to ₹ 20,456.67 Mn (PY ₹ 13,625.84 Mn) on account of the increase in the consumption of materials, purchase of Finished Goods and increase of inventories.

Current Tax Liabilities

Current Tax Liabilities decreased to ₹ 926.01 Mn (PY ₹ 969.14 Mn).

Short Term Borrowings

Short Term Borrowings decreased to ₹ 3,476 Mn (PY ₹ 3,533.16 Mn).

Current Portion of Long Term Liabilities

Long term debts due for payments during next year has been considered under current portion of long term liabilities resulting in increase from ₹ 4,849.95 Mn to ₹ 8,779.52 Mn.

Other Current Liabilities

Other Current Liabilities includes other liabilities of ₹ 2,320.24 Mn (PY ₹ 1,105.27 Mn) and short term financial liabilities of ₹ 567.65 Mn (PY ₹ 2,808.77 Mn).

Provisions

Provisions decreased to ₹ 586.81 Mn (PY ₹ 2,599.53 Mn).

Long Term Liability (excluding Current portion of borrowings)

Long Term Liability includes Notes Payable of ₹ 6.59 Mn (PY ₹ 4.48 Mn) and term loan from Banks of ₹ 25,737.21 Mn (PY ₹ 24,282.13 Mn) mainly on account of depreciation in Indian Rupees as against USD.

Cash and Bank Balance

Cash and Bank balance including restricted cash and short term financial assets decreased to ₹ 7,866.48 Mn (PY ₹ 8,194.76 Mn).

Account Receivables (Net)

Accounts Receivables increased to ₹ 25,117.65 Mn (PY ₹ 21,563.40 Mn) was mainly attributable to the increased revenue in the various overseas markets during the second half of the financial year.

Inventory

Inventory increased to ₹ 12,690.39 Mn (PY ₹ 9,328.79 Mn) mainly to support the increase in sale of formulation and API business.

Other Current Assets

Other Current Assets decreased to ₹ 7,635.61 Mn against ₹ 8,559.63 Mn in the previous year.

Property, Plant and Equipment

The gross block increased to ₹ 26,188.54 Mn (PY ₹ 22,374.44 Mn).

Intangible Assets

The value of Intangible Assets increased to ₹ 15,828.01 Mn (PY ₹ 15,412.03 Mn).

Business Review

India Formulations

The India formulations business performed well during the year under review registering revenue of ₹ 17,489.53 Mn (USD 285.92 Mn) as compared to ₹ 15,104.89 Mn (USD 249.96 Mn) in the previous corresponding year, recording growth of 16% in ₹ term. As per IMS, the India business gained 2 ranks; from rank 19th (MAT Mar 2014) it is now ranked 17th (MAT Mar 2015) in the overall Indian pharmaceutical market. In FY 2015, Glenmark's India business recorded around 1% increase in market share and achieved a value growth of 18% vis-a-vis Indian Pharma Market (IPM) growth of 13%, as per IMS. The growth has been driven by strong performance of leading brands resulting in market share improvement across therapeutic areas.

Glenmark's Indore plant wins MPFCCI Outstanding Achievement Award 2014 for Excellence in Health and Safety

Glenmark receives Outstanding Export Performance Award at Pharmexcil Awards 2013-14

Progress in Operating Therapeutic Areas

The India business strengthened itself in the following therapeutic segments with considerable growth in market share from IMS MAT Mar 2014 to MAT Mar 2015 respectively:

- Cardio segment market share went up from 3.69% to 3.80%
- Respiratory segment market share improved from 3.49% to 3.80%
- Anti-infective segment market share went up from 1.68% to 1.81%
- Diabeto segment market share expanded from 1.64% to 2.07%

Brands in IPM Top-300

- Telma (Telmisartan) secured its position among the Top-50 Brands in IPM. Recording a value growth of 12% over last year; the brand is currently ranked 47th in IPM
- Telma-H (Telmisartan Hydrochloride) ranked 82nd in IPM. The brand clocked a value growth of 12% over last year
- Ascoril+ (MAT Rank: 121), Candid-B (MAT Rank: 141), Candid (MAT Rank: 186), Alex Plus Cough Syrup (MAT Rank: 223) and Telma-AM (MAT Rank: 240) are some of the other Glenmark Brands in IPM Top-300

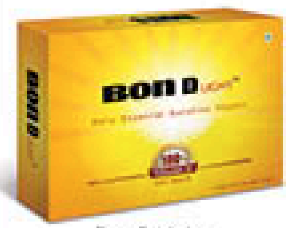
New Product Launches

- The highlighting launches in the year under review

Oncology division spearheads knowledge initiative on Prostate Cancer

Product launches in India

Ascoril Flu Kidz



Bon D Light

Elosmooth Lotion

Gutspert

included - Gutspert (Probiotic Microbes), Ascoril Flu Kidz and Ascoril D Junior

- The company launched Ascovent SR in respiratory segment and Telma CT and Olmax in the cardiometabolic category
- Major launches in the dermatology segment included - Candid Total, Getlite Cream and Syntran capsules
- Glenmark entered the emollient market with Elosmooth Lotion
- The company launched Merrobe in the critical care segment
- In the Over-the-Counter (OTC) segment, Glenmark launched BON D Light, a daily Vitamin D Food Supplement. Also Candid Powder was successfully switched from Rx to OTC

Marketing Initiatives

Taking a step beyond product promotion, the company has taken various initiatives to enhance the knowledge of Doctors in different therapy areas and conducted several awareness programs for patient education.

Doctor Education Programs

- An advisory board involving leading Chest Physicians, Consulting Physicians and ENT specialist was formed to impart scientific knowledge on Garenoxacin as a superior anti-infective in India
- The company's Respiratory division successfully conducted 'Intervention Pulmonology Workshop' (IPW) at 10 locations across India. IPW was organized to spread advanced knowledge on diagnosing and managing Lung disorders
- EAR (Ear Advancements and Researches) - platform to discuss latest advancements in the field of ENT was launched successfully across India
- The company continued its Project Sankalp programme, which is a unique rural CME initiative. Over 200 CMEs have been conducted under this programme covering around 1,500 rural doctors
- The India Formulations Division also launched GEEX (Glenmark Enabled Expert Exchange) offering a unique platform for dermatologists in the country to share their clinical acumen on acne management

Patient Education Programs

Several Patient education and detection camps were conducted for disorders impacting larger population and gaining epidemic proportion. To increase patient awareness, over 5,000 Bone Mineral Density (BMD) camps were conducted across the country which reached out to nearly 3 Lac people. The company also executed a nationwide campaign to spread awareness on Vitamin D deficiency. The Gynaecology division conducted over 850 Anaemia detection camps reaching out to more than 1,500 patients. To celebrate World Heart Day, the cardiology division conducted Doctor-Patient Awareness Rallies in over 10 cities reaching out to more than 5,500 participants.

Glenmark Sikkim Team

Mr. Glenn Saldanha, Chairman & MD, Glenmark conferred India's Best CEO - Pharma and Healthcare by Business Today

USA Formulations

Glenmark Pharmaceuticals Inc., USA's registered revenue from sale of finished dosage formulations was ₹ 20,397.66 Mn (USD 333.46 Mn) for FY 2015 as against revenue of ₹ 20,270.24 Mn (USD 335.43 Mn) for the previous corresponding year, recording an increase of 1%.

In the fiscal year 2014-15, Glenmark was granted approval of 5 Abbreviated New Drug Applications (ANDA), all of which were final approvals. Glenmark completed the successful launches of 6 products during fiscal year 2014-15, consisting of a mix of semi-solid preparations, delayed release, and immediate release items.

Glenmark's Para IV Filings with Sole Exclusivity

Product	Brand Name	Plaintiff	Sales *(MAT Dec 2014)	Likely Launch Date
Ezetimibe	Zetia	Schering Plough	USD 2.04 Bn	Dec 2016
Azelaic Acid Gel 15%	Finacea	Intendis/Bayer	USD 127 Mn	-
Hydrocortisone Butyrate Cream	Locoid Lipocream	Triax and Asteallas	USD 26 Mn	Launched Dec 2013

Sole FTF opportunity for all products
All below mentioned Para IV litigations settled except Azelaic Acid Gel

Niche Area Focus in ANDA Filings

Niche/Focus Area	Pending Approval	Authorized to Distribute	Total Filings	Market Size (USD Mn)
Immediate Release	31	47	78	25,793
Hormones	11	14	25	2,459
Modified Release	4	9	13	1,475
Dermatology	15	23	38	2,371
Complex Injectables	5	0	5	1,281
Immunosuppresants	2	0	2	816
Controlled Substances	0	4	4	272
Oncology Injectables	8	0	9	3,117
Total	**76**	**97**	**173**	**37,584**
Para IV	**33**	**0**	**33**	**18,016**

As per IMS MAT March 2015

Pipeline as on April 2015


Glenmark is setting up a new manufacturing facility at Monroe, North Carolina, USA to serve its growing business in the country

In April 2014, the company received final approval and successfully launched Eszopiclone Tablets, Glenmark's generic equivalent of Sunovion Pharmaceuticals' Lunesta®. Eszopiclone Tablets are indicated for the treatment of insomnia.

In July 2014, Glenmark was granted final approval and successfully launched Telmisartan Tablets and Fluocinonide Cream USP, 0.1%. Telmisartan Tablets, Glenmark's generic equivalent of Boehringer Ingelheim's Micardis®, are indicated for the treatment of hypertension, to lower blood pressure. Fluocinonide Cream USP, 0.1%, Glenmark's generic equivalent of Medicis Pharmaceutical Corporation's Vanos®, is indicated for the relief of the inflammatory and pruritic manifestations of corticosteroid responsive dermatoses in patients 12 years of age or older.

In November 2014, Glenmark was granted final approval and successfully launched Omeprazole Delayed-Release Capsules. Omeprazole Delayed-Release Capsules, Glenmark's generic equivalent of AstraZeneca LP's Prilosec®, are indicated for short-term treatment of active duodenal ulcer in adults.

In February 2015, the company received final approval and successfully launched Ashlyna™ (Levonorgestrel/Ethinyl Estradiol Tablets USP, 0.15 mg/0.03 mg and Ethinyl Estradiol Tablets USP, 0.01 mg), Glenmark's generic equivalent of Seasonique® by Teva Women's Health and Glenmark's first generic extended-regimen oral contraceptive. Ashlyna™ is indicated for use by women to prevent pregnancy.

Also in February 2015, the company successfully launched Trandolapril and Verapamil Hydrochloride Extended-Release Tablets, Glenmark's generic equivalent of Abbott Laboratories' Tarka®. Trandolapril and Verapamil Hydrochloride Extended-Release Tablets are indicated for the treatment of hypertension.

Glenmark's marketing portfolio as on March 31, 2015 consists of 95 generic products authorized for distribution in the US market. The company currently has 70 applications pending in various stages of the approval process with the US FDA, of which 33 are Paragraph IV applications, as on March 31, 2015.

In the year under review, Glenmark also announced its plans of setting up a new manufacturing facility at Monroe Corporate Center, North Carolina, USA. The facility is spread across over 100,000 sq feet (around 15 acre plot) and has been designed for manufacturing oral solids and injectables. On commencement of production, the oral solid facility is expected to have a capacity of 300-400 million tablets and capsules per annum; while the injectable unit is estimated to have an annual capacity of 20-25 million vials and pre-filled syringes. The plant has sufficient scope for future expansion. This is the company's first manufacturing facility in North America and will be dedicated exclusively for the US market.

Rest of the World (ROW)

Glenmark's revenue from Africa, Asia and CIS region for the fiscal year 2015 was ₹ 8,123.29 Mn (USD 132.80 Mn) as against ₹ 9,869.01 Mn (USD 163.31 Mn).

Russia/CIS

Russia/CIS was one of the most challenging regions for the business during the year under review. The currency devaluation and subdued business environment impacted the Russia business significantly. The operating landscape in the country changed dramatically during the year under review, impacting the entire Russian pharma industry significantly. The Glenmark business was also severely impacted and the business de-grew in local currency as well.

Some of the highlights for the business were that as per IMS MAT March 2015 data, Glenmark Russia overall rank in the market improved to 46 as compared 51 last year (MAT March

Glenmark Russia team

2015 v/s MAT March 2014). In the Dermatology segment, the company grew by 12.3% in value whereas the overall derma market of the country recorded a growth of 8.2% in value (MAT March 2015 v/s MAT March 2014). Glenmark now ranks 14th among all Derma companies in Russia. During the year, Glenmark received approval for Salmecort (Salmeterol & Fluticasone) MDI inhaler, from the Ministry of Health (MoH), Russia. The combination preparation contains salmeterol xinafoate and fluticasonepropionate, used in the management of asthma and Chronic Obstructive Pulmonary Disease (COPD). The approval marks Glenmark's entry into the respiratory inhaler market in Russia. In addition to generic Seretide, Glenmark has also received a couple of other key product approvals such as Oflomil nail lacquer, which is the first generic of Loceryl in the Russian market and Sertamycol (Sertaconazole) cream in FY 2014-15. The company also launched Kerawort (Topical Imiquimod, Generic of Aldara) in the Russian market in FY 2014-15. The Ukraine business continues to remain challenging due to the unstable economic and political environment. The devaluation of the Ukrainian currency impacted the business significantly.

The Africa

During the year under review, the performance of Glenmark's Africa operations were impacted due to political instability and currency devaluation in certain countries. However, the company's South Africa subsidiary achieved good growth in secondary sales propelled by brands like Naseptin, Supiroban and Synalar. Marketing efforts at pharmacy level were intensified with Supiroban Community Superhero campaign. Also, a host of consumer activities with a special thrust on pharmacy were conducted for Demelan Cream which had a positive impact on sales for the South African subsidiary. The South African unit is the largest subsidiary of Glenmark in the Africa region. Glenmark South Africa now ranks among the Top-50 companies in the country.

During the year under review, secondary sales in the Nigerian subsidiary grew by over 15% while the Kenyan and the Mauritian subsidiaries too achieved healthy double digit growth in secondary sales. Besides, the Sudan and Uganda subsidiaries also posted moderate growth in secondary sales despite the challenges in the operating environment. A host of marketing activities like FIFA World Cup - 2014 campaign

Members of the Glenmark Kenya team at Star Awards in Dubai

Glenmark Vietnam team at their Annual Sales Meet

for key brands were conducted by Kenyan, Sudanese and Ugandan subsidiaries which yielded positive results. In addition, several marketing initiatives especially at the pharmacy level were taken in the region which is expected to pay good dividends in FY 2016.

Asia

Despite the challenges in operating environment, Glenmark's Asia region posted secondary sales growth of over 15% in the year under review. Malaysia, the largest subsidiary of the company in the Asian region launched a series of products like Konzert, Glenlipid, Combiwave SF, Ibicar, Combiwave FB and Glevo IV. The Philippines subsidiary launched Combiwave SF and Ibicar; while the Myanmar subsidiary introduced Glencet, Glemont, Onabet, Ibicar and Tacroz Forte. The Sri Lankan subsidiary launched Glemont and Candid B Lotion in FY 2014-15. During the year, Glenmark Asia forayed into the respiratory inhaler market in Philippines and Sri Lanka. To power the growth of the company in the respiratory segment - new respiratory teams were formed in Philippines, Sri Lanka and Myanmar.

During the year under review, several branding and marketing initiatives were also undertaken in the Asia region which will hold the company in good stead in the coming years. One such marketing initiative was Planet H, a campaign to celebrate medically significant days across markets of Asia. Moreover, E-detailing - a step towards using technology to maximize productivity was introduced in Philippines.

Europe Formulations

Glenmark Europe's operations revenue for FY 2014-2015 was at ₹ 6,445.33 Mn (USD 105.37 Mn) as against ₹ 5,060.7 Mn (USD 83.74 Mn) recording growth of 27% over the previous corresponding year.

Excluding Romania where the business environment has been extremely challenging, the Central Eastern Europe subsidiaries of Glenmark recorded good growth. The Poland subsidiary has been the primary contributor to this decent performance; followed by Czech Republic and Slovakia.

Glenmark's Western Europe Formulations business continued expanding through product sales and licensing income and by enhancing its presence through distribution Partners in the European countries. Glenmark's UK business

Glenmark UK team

Key Launches by Glenmark in Europe FY 2014-15

Molecule	Licensor	Country	Launch Country/ Countries
Bicalutamide	Accord	UK	Romania
Capecitabine		Spain	Poland
Glucosamin	Bioiberica	Spain	Czech Republic
Imatinib cps	Nobilus	Poland	Poland
Linezolide Inj Bags (10)	Helm	Spain	Czech Republic, Slovakia, Poland
Revitanerv	NTC	Italy	Slovakia
Zoledronic Acid 4mg/100ml	Pharos	Greece	Poland
Telmisartan HCTZ	In House		Czech Republic
Escitalopram	In House		UK, Germany
Quetiapine	Accord	UK	Germany
Metformin	Pharmamatch	NL	UK, Germany
Memantine		UK	Czech Republic, Slovakia, Poland
Pantoprazol 40mg	Medis	Iceland	Slovakia
Telmisartan HCTZ	In House		Germany
Aripiprazol	Synthon	Netherlands	Germany
Cilostazol	Normon	Spain	Czech Republic, Slovakia, Romania
Quetiapine	Accord	UK	Germany
Radio Dermatitis cream	Delia	Poland	Czech Republic, Romania
Simethicon + Sacharomyces	NTC	Italy	Czech Republic
Paricalcitol			Germany
Radio Dermatitis cream	In House		
Pregabalin	Medis	Iceland	Germany
Amlodipine / Ramipril	Adamed	Poland	Czech Republic, Slovakia, Romania
Mometasoneointment	In House		Poland

Glenmark Poland team

Glenmark Brazil team at their National Sales Convention in Sao Paulo

achieved sales growth of over 15% over last year. This was achieved by increasing the sales of existing portfolio and effectiveness of account management, despite lack of new launches in this year and continued price cuts in the market.

Glenmark Germany was among the fastest growing generic companies within the Top-50 companies in the country as per IMS. Glenmark ranked 16th amongst the generic groups in the German market (Rx sales value, Mar 2015-IMS). The Netherlands business continued its success in tender opportunities recording revenue growth of around 25% over last year.

Some of the most successful products launched by the company in FY 2015 in Europe were Atovaquone Proguanil, Nebivolol, Perdindopril and Mometasone.

Latin America

During the year under review, Glenmark's revenue from its Latin American and Caribbean operations was at ₹ 7,640 Mn (USD 124.90 Mn) as against ₹ 4,045.54 Mn (USD 66.95 Mn); an increase of 89% in ₹ term. The Mexico, Venezuela and the Caribbean subsidiary performed well recording good growth during the year under review; while the performance of the Brazil subsidiary was moderate.

The Brazilian subsidiary recorded growth of 11% over last year driven mainly by the performances of the Endometabolic, Dermatology, Oncology and Institutional businesses. The Brazil team implemented new marketing campaigns for Endometabolic and Gynaecology products which are expected to yield good dividends in FY 2015-16.

The Mexico subsidiary grew by over 100% in the year under review. The good growth in the country was backed by the respiratory line of products. The Venezuela subsidiary too grew in excess of 100% partly aided by the economic situation which has caused scarcity in the market and backed by good sales and promotional strategy that generated additional demand. The subsidiaries in the Caribbean region performed well recording a growth of over 30% in secondary sales as compared to last year.

Active Pharmaceutical Ingredients (API)

Revenue from sale of API to regulated and semi-regulated markets globally was ₹ 6,052.82 Mn (USD 98.95 Mn) for the year as against ₹ 5,353.46 Mn (USD 88.59 Mn) for the previous year, recording an increase of 13% in ₹ terms. The two API plants in Gujarat, India i.e Ankleshwar and Dahej completed successful inspections from US FDA. There was successful acceptable status of all API facilities of the company. The

Glenmark's Argentina manufacturing facility receives US FDA approval business continued its leadership position for Amiodarone, Lercanidipine, Adapalene and Perindopril.

Outlook

Despite the challenging economic situation in most emerging markets including the volatile currencies, Glenmark continues to remain positive on the long term growth prospects in key emerging markets. The focus in emerging markets will be to continuously invest in product pipeline namely the areas of dermatology, respiratory and the oncology segment. While Glenmark will contain its new investments in emerging markets it will continuously focus on building the product pipeline in these therapy areas. The US remains the most important market for Glenmark and the organization continues to invest significantly in this market. All the incremental R&D resources are being invested in the US market and this region will be a key driver for growth in the future. On the generics front, Glenmark will continuously file products in the area of dermatology and injectables including complex injectables. On the discovery front, the pipeline is progressing well with 7 molecules in clinical or pre-clinical development. The company will also continue with its approach of out-licensing its molecules. Your organization has done a good job in balancing the pipeline with novel biologics molecules and small molecules as compared to a few years when the pipeline was made up of only small molecules. Going ahead, the organization will continue to lay equal emphasis on small molecules as well as biologics and will continue to focus on discovering primarily first-in-class molecules globally for unmet medical needs.

A snapshot of Glenmark's Goa plant in India

Safe Harbour Statement

This report has been prepared by Glenmark Pharmaceuticals Ltd. The information, statements and analysis made in this report describing the Company's objectives, projections and estimates are forward looking statements and progressive within the meaning of applicable security laws and Regulations. Forward-looking statements may include words or phrases such as "believes", "expects", "anticipates", "intends", "plans", "foresees" or other words or phrases of similar import. Similarly, statements that describe objectives, plans or goals both for itself and for any of its business components also are forward-looking statements.

All such forward looking statements are subject to certain risks and uncertainties that could cause actual results to differ materially from those contemplated. The analysis contained herein is based on numerous assumptions. Actual result may vary from those expressed or implied depending upon economic conditions, government policies and other incidental factors. No representation or warranty, either expressed or implied, is provided in relation to this report. This report should not be regarded by recipients as a substitute for the exercise of their own judgment.

Principal risk factors and uncertainties

Company's business, financial condition and results of operations are subject to certain risks and liabilities that may affect the Company's performance and ability to achieve its objectives. The factors that the Company believes could cause its actual results to differ materially from expected and historical results have been discussed hereunder. However, there are other risks and uncertainties that may affect the Company's performance and ability to achieve its objectives that are not currently known to the Company, or which are deemed immaterial.

The Company has implemented an ERM programme through which it reviews and assesses significant risks on a regular basis to help ensure that there is a system of internal controls in place. This system includes policies and procedures, communication and training programmes, supervision and monitoring and processes for escalating issues to the appropriate level of senior management. Such a system helps facilitate the Company's ability to respond appropriately to risks and to achieve the Company's objectives and helps ensure compliance with applicable laws, regulations and internal policies.

The principal risks and uncertainties that might affect the Company's business are identified below. The listing agreement with the stock exchanges mandates the identification, minimization and periodical review of these risks and uncertainties. However, it is not possible for the Company to implement controls to adequately respond to all the risks that it may face and there can be no complete assurance provided that the steps that the company undertakes to address certain risks, including those listed below under "Mitigating activities include," will manage these risks effectively or at all. The principal risk factors and uncertainties mentioned herein have not been listed in order of their importance.

Delivering commercially successful new products

Risk description: Risk that R&D will not deliver commercially successful new products

The Company operates in highly competitive markets globally and faces competition from local manufacturers. Significant product innovations, technological advancements or the intensification of price competition by competitors may materially and adversely affect the Company's revenues. The Company cannot always predict the timing or impact of competitive products or their potential impact on sales of the Company's products.

Continuous development of commercially viable new products as well as the development of additional uses for existing products is critical to the Company's ability to increase overall sales.

Developing new pharmaceutical products is investment intensive, having a longer gestation period with uncertain outcome. A new product candidate can fail at any stage of the development process and one or more late stage product candidates could fail to receive regulatory approval. New product candidates may appear promising in development but after significant investment of Company's economic and human resources, may fail to reach the market or may have only limited commercial success. This could be, for example, as a result of efficacy or safety concerns, an inability to obtain necessary regulatory approvals, difficulty in manufacturing or excessive manufacturing costs, erosion of patent coverage as a result of a lengthy development period, infringement of patents or other intellectual property rights of others or an inability to differentiate the product adequately from those with which it competes.

Furthermore, health authorities have increased their focus on safety and product differentiation when assessing the benefit/risk balance of drugs, which has made it more difficult for pharmaceutical products to gain regulatory approval. There is also increasing pressure on healthcare budgets as a result of the increase in the average age and absolute population in developed and developing markets. A failure to develop commercially successful products or to develop additional uses for existing products for any of these reasons could materially and adversely affect the Company's revenues.

Mitigating activities include

The Company instead of following the traditional hierarchial R & D business model has its R&D business model based on smaller units in an attempt to encourage greater entrepreneurialism and accountability for our scientists,which the Company believes creates an environment that is more conducive to the development of commercially viable new products and the development of additional uses for existing products.

In addition, the Company plans to continue collaborating with other pharmaceutical companies, which the Company believes enables sharing the risk, availability of technical expertise and decrease the amount of time it takes to develop products.

The Company reviews both product development and external collaborations and targets are selected after exhaustive screening and research across various parameters. The Company progressively evaluates both the scientific and financial considerations for a product as well as the potential benefits/risks associated with the continued development of the assets.

Ensuring product quality

Risk description: Risk to the patient or consumer as a result of the failure by the Company, its contractors or suppliers to comply with good manufacturing practice regulations in commercial manufacturing or through inadequate governance of quality through product development

Patients, consumers and healthcare professionals trust the quality of our products at the point of use. A failure to ensure product quality is an enterprise risk which is applicable across all of the Company's global operations.

A failure to ensure product quality could have far reaching implications in terms of the health of our patients and customers, reputation, regulatory, legal, and financial consequences for the Company.

The quality of the product may be influenced by many factors including product and process understanding, consistency of manufacturing components, compliance with current Good Manufacturing Practice (cGMP), accuracy of labelling, reliability and security of the supply chain, and the embodiment of an overarching quality culture.

The internal and external environment continues to evolve as new products, new markets and new legislation are introduced. Particular attention is currently being focused on security of supply, product standards and sound distribution practices.

New cGMP legislation is being introduced in many emerging markets including China and Brazil. On the inspection front, pharmaceutical inspectors are increasingly looking for global application of corrective actions beyond the original site of inspection.

Mitigating activities include

The Company has adopted a single Quality Management System (QMS) that defines Corporate quality standards and systems for the business units associated with Pharmaceuticals products & R&D investigational materials. The QMS has a broad scope, covering the end to end supply chain from starting materials to distributed product, and is applicable throughout the complete life cycle of products from R&D to mature commercial supply.

The QMS is periodically updated based on experience, new regulation and improved scientific understanding to seek to ensure operations comply with cGMP requirements globally, and supports the delivery of consistent and reliable products.

A team of Quality and Compliance professionals are aligned with each business unit to provide oversight and assist the delivery of quality performance and operational compliance. Management oversight of those activities is accomplished through a hierarchy of Quality Council Meetings. Staff are trained to seek to assure that standards, as well as expected behaviours based on the Company's values, are followed.

The Company's Head - Corporate Quality Assurance oversees the activities of the Company Quality Council which serves as a forum to escalate emerging risks, share experiences of handling quality issues from all business units and ensure that the learnings are assessed and deployed across the Company.

The Company has implemented a risk-based approach to assessing and managing its third-party suppliers that provide materials used in finished products. Contract manufacturers making Company products are audited to help assure expected standards are met.

Supply Chain Continuity

Risk description: Risk of interruption of product supply

Supply chain operations are subject to review and approval of various regulatory agencies that effectively provide our license to operate.The manufacture of pharmaceutical products and their constituent materials requires compliance with good manufacturing practice regulations. The Company's manufacturing sites are subject to review and approval by the FDA and other regulatory agencies.

Compliance failure by the Company's manufacturing facilities or by suppliers of key services and materials could lead to product recalls and seizures, interruption of production, delays in the approval of new products, and revoking of license to operate pending resolution of manufacturing issues. For example, non-compliance with cGMPrequirements for US supply could ultimately result, in the most severe circumstances, in fines and disgorgement of profits. Any interruption of supply or the incurring of fines or disgorgement impacting significant products or markets could materially and adversely affect the Company's revenues.

Materials and services provided by third-party suppliers are necessary for the commercial production of our products, including specialty chemicals, commodities and components necessary for the manufacture and packaging of many of the Company's pharmaceutical products. Some of the third-party services procured, for example, services provided by clinical research organisations to support development of key products, are very important to the operation of the Company's businesses. The clinical trial processes should strictly adhere to GCP standards in terms of quality, safety, procedures and other standards.Clinical trial service provider may lack in adhering to GCP standards.

Although the Company undertakes business continuity planning, single sourcing for certain components, bulk active materials, finished products, and services creates a risk of failure of supply in the event of regulatory non-compliance or physical disruption at the manufacturing sites.

The failure of a small number of single-source, third-party suppliers or service providers to fulfill their contractual obligations in a timely manner or as a result of regulatory non-compliance or physical disruption at the manufacturing sites may result in delays or service interruptions, which may materially and adversely affect the Company's revenues.

Mitigating activities include

The Supply Chain model of the Company is designed to help ensure the supply, quality and security of the Company's products and the Company closely monitors the delivery of our products with the intent of ensuring that our customers have the medicines and products they need.

Safety stocks and backup supply arrangements for high revenue and critical products are in place to help mitigate this risk. In addition, the standing of manufacturing external suppliers is also routinely monitored in order to identify and manage supply base risks.

The Company selects Clinical Trial agencies which are of repute and follows a process of regular monitoring and auditing of the clinical trial sites.

Where practical, dependencies on single sources of critical items are removed by developing alternative sources. In cases where dual sourcing is not possible, an inventory strategy has been developed to protect the supply chain from unanticipated disruptions.The Company has set up new manufacturing facilities/ upgraded the existing facilities which can continue the manufacturing operations in case of interruption of operations of a certain facility. The Company while filing for product approvals with various regulatory authorities registers multiple manufacturing sites.

Product Pricing

Risk description: Risk that the Company may fail to secure adequate pricing for its products or existing regimes of pricing laws and regulations become more unfavourable

Pharmaceutical products are subject to price controls or pressures and other restrictions in many markets, around the world. Some governments intervene directly in setting prices. For example,In India, the government enforces price control through bringing the products under DPCO.In addition, in some markets, major purchasers of pharmaceutical products have the economic power to exert substantial pressure on prices or the terms of access to formularies. Difficult economic conditions, particularly in the major markets in Europe, could increase the pricing pressures on the Company's pharmaceutical products. Some markets follow the reference pricing for fixation of the price of the products. The price depends on the home market price or the price where the product was launched. The Company cannot accurately predict whether existing controls, pressures or restrictions will increase or whether new controls, pressures or restrictions will be introduced. Such measures may materially and adversely affect the Company's ability to introduce new products profitably and its financial results.

Mitigating activities include

The Company plans to initiate measures to reduce costs, improve efficiencies and reallocate resources to support identified growth opportunities in these markets.The Company is also continuously evaluating further strategic options to ensure the development of new capabilities and the ability to maximise the value of the Company's current and future portfolio.

The Company makes conscious efforts to launch new value added products with some differentiation i.e improvised products which can fetch better pricing.

Compliance with relevant laws and regulations

Risk description: Risks arising from non-compliance with laws and regulations affecting the Company

The Company's global operations subjects it to compliance with a broad range of laws and regulatory controls on the development,manufacturing, testing, approval, distribution and marketing of its pharmaceutical products that affect not only the cost of product development but also the time required to reach the market and the uncertainty of successfully doing so. The Company operates globally in complex legal and regulatory environments that often vary among jurisdictions.

As those rules and regulations change or as governmental interpretation of those rules and regulations evolve, the potential exists for conduct of the Company to be called into question.

Historically, there have been more stringent regulatory requirements in developed markets. However, in recent years, emerging markets have been increasing their regulatory expectations based on their own national interpretations of US and EU standards. Stricter regulatory controls heighten the risk of changes in product profile or withdrawal by regulators on the basis of post-approval concerns over product safety, which could reduce revenues and result in product recalls and product liability lawsuits. There is also greater regulatory scrutiny, on advertising and promotion and in particular on direct-to-consumer advertising.

Mitigating activities include

The Company's internal control framework is designed to help ensure we adhere to legal and regulatory requirements through continuous evaluation. We are in the process of further strengthening the framework in order to meet the evolving regulations.

The Company has implemented numerous mechanisms to monitor and support our compliance with legal and regulatory requirements. The following represent some examples of these mechanisms.

The Company's head of Regulatory oversees the activities of the Regulatory Team which includes promoting compliance with regulatory requirements and companywide standards, making regulatory services more efficient and agile, and further aligning regulatory capabilities with business needs at global and local levels.

The Company's senior management oversees the system of principles, policies and accountabilities to help ensure the Company applies the generally recognized principles of good medical science, integrity and ethics to the discovery, development and marketing of products. This includes reinforcing the Company's commitment to respecting a clear distinction between scientific engagement on the one hand, and product promotion on the other.

Changing global political and economic conditions

Risk description: Risk of exposure to various external political and economic conditions, as well as natural disaster that may impact the Company's performance and ability to achieve its objectives

Many of the world's largest economies, including the major markets in which the Company operates and financial institutions have recently faced extreme financial difficulty, including a decline in asset prices, liquidity problems and limited availability of credit.Due to the economic uncertainty in emerging markets there has been a huge devaluation of the currency in certain geographies in which the Company operates. Certain geographies have imposed restrictions on the imports as well as the remittances outside the country. In addition, the Company operates across a wide range of markets and these markets have the potential to encounter natural disasters that could impact business operations.

The economic conditions may also adversely affect the ability of our distributors, customers, suppliers and service providers to pay for our products, or otherwise to buy necessary inventory or raw materials, and to perform their obligations under agreements with the Company, which could disrupt our operations and negatively impact our business and cash flow. Some of our distributors, customers, suppliers and service providers may be unable to pay their bills in a timely manner, or may even become insolvent, which could also negatively impact our business and results of operations. These risks may be elevated with respect to our interactions with third parties with substantial operations in countries where current economic conditions are the most severe, particularly where such third parties are themselves exposed to risk from business interactions directly with fiscally-challenged government payers.

Such continued economic weakness and uncertainty could materially and adversely affect the Company's revenues, results of operations and financial condition. The Company's businesses may be particularly sensitive to declines in consumer or government spending. In addition, further or renewed declines in asset prices may result in a lower return on the Company's financial investments.

The Company has no control over changes in inflation and interest rates, foreign currency exchange rates and controls or other economic factors affecting its businesses or the possibility of political unrest, legal and regulatory changes or nationalisation in jurisdictions in which the Company operates.

Mitigating activities include

The extent of the Company's portfolio and geographic footprint assist in mitigating our exposure to any specific localised risk to a certain degree. External uncertainties are carefully considered when developing strategy and reviewing performance.The Company effectively manages its currency risk exposure.

Compliance with financial reporting and disclosure requirements

Risk description: Risk associated with financial reporting and disclosure and changes to accounting standards

New or revised accounting standards, rules and interpretations issued from time to time under the Indian Accounting Standards and IFRS could result in changes to the recognition of income and expense that may materially and adversely affect the Company's financial results.

Stock exchanges review the financial statements of listed companies for compliance with accounting and regulatory requirements. The Company believes that it complies with the appropriate regulatory requirements concerning its financial statements and disclosures.

Mitigating activities include

The Company keeps up to date with the latest developments for financial reporting requirements by working with the external auditor and other advisors to ensure adherence to relevant reporting requirements.

Compliance with tax law

Risk description: Risk that as the Company's business models and tax law and practice change over time, the Company's existing tax policies and operating models are no longer appropriate

The Company's effective tax rate is driven by rates of tax in jurisdictions that are both higher and lower than that applied in India. In India, weighted deduction is applicable for R & D and tax concessions are available for setting up manufacturing units in specified zones.

Furthermore, given the scale and international nature of the Company's operations, intra-Company transfer pricing is an inherent tax risk as it is for other international businesses. Changes in tax laws or in their application with respect to matters such as transfer pricing, foreign dividends, controlled companies, R&D tax credits, taxation of intellectual property or a restriction in tax relief allowed on the interest on intra-Company debt, could impact the Company's effective tax rate and materially and adversely affect its financial results.

The tax charge included in the financial statements is the Company's best estimate of its tax liability, but until such time as audits by tax authorities are concluded, there is a degree of uncertainty regarding the final tax liability for the period. The Company's policy is to submit tax returns within the statutory time limits and engage with tax authorities to ensure that the Company's tax affairs are as current as possible, and that any differences in the interpretation of tax legislation and regulation are resolved as quickly as possible. In exceptional cases where matters cannot be settled by agreement with tax authorities, the Company may have to resolve disputes through formal appeals or other proceedings.

Mitigating activities include

The Company continuously monitors the changes in the tax policies in the key jurisdictions to deal proactively with any potential future changes in tax law.

Tax risk is managed by a set of policies and procedures to ensure consistency and compliance with tax legislation. The Company engages advisors and legal counsel to review tax legislation and applicability to the Company. The Company has attempted to mitigate the risk of more aggressive audits by being as up to date as possible with our tax affairs and working in real time with tax authorities where possible.

Compliance with anti-bribery and corruption legislation

Risk description: Risk of failing to create a corporate environment opposed to corruption or failing to instill business practices that prevent corruption and comply with anti-corruption legislation

The Company's international operations may give rise to possible claims of bribery and corruption. The Company operates in a number of markets where the corruption risk has been identified as high. Failure to comply with applicable legislation such as the US Foreign Corrupt Practices Act and the UK Bribery Act, or similar legislation in other countries, could lead to action against the Company.

This could potentially include fines, prosecution, debarment from public procurement and reputational damage, all of which could materially and adversely affect the Company's revenues.

Mitigating activities include

The Company has taken steps to develop a policy on Anti-Bribery/Anti-Corruption (ABAC) . The policy would prescribe ongoing training, and detailed requirements in respect to third-party due diligence, contracting and oversight.

Potential litigation

Risk description: Risk of substantial adverse outcome of litigation and government investigations

The Company operates globally in complex legal and regulatory environments that often vary among jurisdictions. The failure to comply with applicable laws, rules and regulations in these jurisdictions may result in legal proceedings. As those rules and regulations change or as governmental interpretation of those rules and regulations evolve, prior conduct may be called into question. Also, notwithstanding the efforts the Company makes to determine the safety of its products through regulated clinical trials, unanticipated side effects may become evident only when the drugs are introduced into the marketplace.

Product liability litigation

Pre-clinical and clinical trials are conducted during the development of potential pharmaceutical to determine the safety and efficacy of the products for use by humans following approval by regulatory authorities. Notwithstanding the efforts the Company makes to determine the safety of its products through regulated clinical trials, unanticipated side effects may become evident only when drugs are widely introduced into the marketplace.

In other instances, third-parties may perform analyses of published clinical trial results which, although not necessarily accurate or meaningful, may raise questions regarding the safety of pharmaceutical products which may be publicised by the media and may result in product liability claims. Claims for pain and suffering and punitive damages are frequently asserted in product liability actions and, if allowed, can represent potentially open ended exposure and thus could materially and adversely affect the Company's financial results.

In some cases, the Company may voluntarily cease marketing a product or face declining sales based on concerns about efficacy or safety, even in the absence of regulatory action.

Sales and marketing litigation

The Company operates globally in complex legal and regulatory environments that often vary among jurisdictions. The failure to comply with applicable laws, rules and regulations in these jurisdictions may result in civil and criminal legal proceedings brought against the Company.

Mitigating activities include

The Company attempts to mitigate the risks inherent in drug development through conscientious approaches to product development and distribution that focus on patient safety as an overriding priority, and that includes accurate documentation of the exercise of careful medical governance.

The Company has constructed a system of medical governance to help ensure the safety and efficacy of the drugs it produces. The Company's Chief Medical Officer (CMO) is responsible for medical governance for the Company. Safeguarding human subjects in Company clinical trials and patients who take Company products is of paramount importance, and the CMO has the authoritative role for evaluating and addressing matters of human safety. Senior physicians and representatives of supportive functions, as well as the lawyer who leads legal support for Pharmaceuticals R&D, is an integral component of the system.

In addition to the medical governance framework within the Company as described above, the Company uses several mechanisms to foster the early resolution of new disputes as they arise and reduce the number of such disputes that actually proceed to litigation.

The Company formalised processes for proactive risk/ dispute management. The programme aims to drive a more standardised practice to the early resolution of disputes and consistent use across the organisation, and establishes a specific vocabulary and identity for the concept of early analysis and resolution, thereby accelerating the desired culture shift. The Legal team also routinely trains the Company's employees on strategies to attempt to minimize the Company's litigation exposure.

Managing environmental, health, safety and sustainability compliance

Risk description: Risk of ineffectively managing environment, health, safety, and sustainability ('EHSS') objectives and requirements

The environmental laws of various jurisdictions impose actual and potential obligations on the Company to remediate contaminated sites.

Failure to manage properly the environmental risks could result in additional remedial costs that may materially and adversely affect the Company's financial results.

The impact of this risk, should the risk occur, could lead to significant harm to people, the environment and communities in which the Company operates and the failure to meet stakeholder expectations and regulatory requirements.

Mitigating activities include

Management of EHSS risk is fundamental to the Company's performance and reputation. The Company is committed to appropriately managing EHSS risk and has embedded its importance into its operations.

The Company operates rigorous procedures to seek to eliminate hazards where practicable and protect employees' health and well-being,but the right culture is our essential starting point. Our employment practices are designed to create a work place culture in which all Company employees feel valued, respected, empowered and inspired to achieve our goals.

The Company's continuing efforts to improve environmental sustainability have reduced the Company's water consumption, hazardous waste, and energy consumption. The Company actively manages our environmental remediation obligations to ensure practices are environmentally sustainable and compliant.

Information technology

Risk Description: Risk that the data is lost due to breakdown of systems or they are subject to intrusions

The size and complexity of our computer systems make them potentially vulnerable to breakdown, malicious intrusion and random attack. While we have invested adequately in the protection of data and information technology, there can be no assurance that our efforts will prevent breakdown or breaches in our systems that could adversely affect our business.

Mitigating Activities include

The Company takes steps to have proper back ups and security systems in place so as to avoid loss or intrusion of data.

Revenue Concentration

Risk Description: Risk of Product/ Revenue concentration

A few products may account for nearly 2/3rd of the revenue of particular regions. This may lead to decline in the revenue on account of declining phase in the product life cycle. In some geographical regions, the substantial revenue may be generated from a particular region. Failure to have adequate market penetration or early movers advantage may affect long term growth and market share. The regional needs for products of a particular therapeutic segment/ category varies across geographies. The product development strategy may not be in synergy with the regional needs or may not be able to deliver the desired product in timely manner so as to replace the products at the end of the life cycle or enable the company to penetrate new markets. The risk of not having a long term product pipeline will lead to not being able to replace/ introduce new products to counter the risk of fall in the market share of ageing products as a result of the introduction of generic versions after the expiry of patents.

Mitigating activities include

The Company has a project management team which continuously monitors the short term and long terms needs of various geographies. Based on the research and interactions with the regional markets, the product development strategy is formulated. The product pipeline is built up based on a long term vision of 3-5 years. The business plans are drawn up with an in- built mechanism to de-risk the concentration of revenues from a few customers and regions.

PROFILES OF DIRECTORS

Mr. Glenn Saldanha (Chairman & Managing Director)

Mr. Glenn Saldanha is a B. Pharm from Bombay University and was awarded the Watumall Foundation Award for overall excellence. His other educational qualifications include an MBA from New York University's Leonard N. Stern School of Business (US). He has worked for Eli Lilly in the US and was a Management Consultant with Price Waterhouse Coopers. His services have been used by Smithkline Beecham, Rhorer, Astra, Merck and Johnson & Johnson, among others.

Mrs. Cherylann Pinto (Director - Corporate Affairs)

Mrs. Cherylann Pinto is a graduate in Pharmacy from the University Department of Chemical Technology in Mumbai. She has also completed the General Management from the Harvard Business School in Boston. She has over 27 years of experience in the pharmaceuticals business.

Mr. Rajesh Desai (Executive Director)

Mr. Rajesh Desai is the Executive Director of the Company and has been with the Company for over three decades. A Science graduate from Bombay University and a Chartered Accountant from Institute of Chartered Accountants of India, he is responsible for the Finance, Legal and IT function of the entire organisation. A member of the leadership team for over a decade, he has been responsible for charting the Company's growth in the domestic and overseas markets.

Mrs. B. E. Saldanha (Non-Executive Director)

Mrs. B. E. Saldanha has graduated in B.Sc., B.Ed., from Bombay University and was a Whole-time Director of the Company from 1982 to 2005. She was responsible to a large extent in developing the Company's export business.

Mr. D. R. Mehta (Non-Executive Independent Director)

Mr. D. R. Mehta has graduated in Arts and Law from Rajasthan University. He also studied at Royal Institute of Public Administration, London, UK and the Alfred Sloan School of Management, Boston, USA. He has over 42 years of experience in civil services and has held various positions in the Government of Rajasthan and Government of India. He was the Deputy Governor of Reserve Bank of India and also the Chairman of the Securities and Exchange Board of India.

Mr. Bernard Munos (Non-Executive Independent Director)

Mr. Bernard Munos is the founder of the InnoThink Center for Research in Biomedical Innovation. Prior to that, he was Advisor for corporate strategy at Eli Lilly and Company, a multi-billion dollar global pharmaceutical company. His research, which had been published in Nature and Science Journal and was profiled by Forbes Magazine, has helped stimulate a broad re-thinking of the pharmaceutical business model worldwide.

He has presented his findings at numerous meetings sponsored by the National Academies, the Institute of Medicine, the President's Cancer Panel, the NIH Leadership Forum, the World Health Organisation, the OECD, the Kauffman Foundation, the US Patent and Trademark Office, as well as leading universities and think-tanks in the US and Europe.

An MBA from Stanford University, he holds other graduate degrees in economics and animal science from the University of California at Davis, and the Paris Institute of Technology for Life, Food and Environmental Sciences in France.

Mr. J. F. Ribeiro (Non-Executive Independent Director)

Mr. J. F. Ribeiro is a retired Government official and has served the country under various assignments. Amongst the major positions held, he has been the Commissioner of Police, Mumbai, Special Secretary to Government of India, Ministry of Home Affairs, Director General of Police (Punjab), Adviser to the Governor of Punjab, Ambassador of India to Romania.

Dr. Brian W. Tempest (Non-Executive Independent Director)

Dr. Brian W. Tempest is a CSCI, CCHEM, FRSC, BSC, PHD. He has worked in the pharmaceuticals industry for the last 40 years and has managed Healthcare Businesses in North America, South America, Europe, Africa, Middle East, Australasia, China, Japan and India.

A PhD in Chemistry from Lancaster University and Chairman of the Advisory Board for the Lancaster University Management School, he is a Fellow of the Royal Society of Chemistry and a Fellow of the Royal Society of Medicine.

Mr. Sridhar Gorthi (Non-Executive Independent Director)

Mr. Sridhar Gorthi is a B.A., L.L.B. (Hons.) from the National Law School of India University. He is presently a partner in Trilegal and has worked with Arthur Anderson and Lex Inde, Mumbai. He is involved in legal advisory services to various multinational and domestic corporations on restructuring, debt finance, joint ventures, acquisition/mergers, etc.

Mr. N. B. Desai (Non-Executive Independent Director)

Mr. N. B. Desai is a retired General Manager of Bank of Baroda. He has over 48 years of experience in the Financial Sector. He has worked in India and overseas. He was Chairman of Bank of Baroda Uganda Ltd. He was the founder and Managing Director of Equitorial Bank PLC, UK from which he retired in 1992.

Your Directors have pleasure in presenting their 37th Annual Report and Audited Accounts of the Company for the year ended 31 March 2015. The standalone audited figures for the current year under review and the previous year are not comparable as the current year figures include figures of Glenmark Generics Limited and Glenmark Access Limited which amalgamated with the Company, the appointed date being 1 April 2014.

Financial Results

(₹ in Million)

2014–2015	2013–2014	Particulars	2014–2015	2013–2014
Standalone			Consolidated	
Indian GAAP	Indian GAAP		IFRS	IFRS
13,536.19	5,266.11	Profit before Finance Costs, Depreciation & Taxes	10,429.82	10,956.21
26.14	(55.13)	Less: Finance Costs (Net)	1,887.19	1,819.50
1,194.60	302.00	Less: Depreciation and amortization	2,599.80	2,167.95
2,240.20	681.00	Less: Tax (Current Year & Deferred Tax)	1,190.43	1,512.73
10,075.25	4,338.24	Profit after Tax	4,752.40	5,456.03

The Company has not transferred any amount out of the profit of the year to the General Reserves.

Dividend

Your Directors recommend a Dividend of 200% (₹ 2 per equity share of ₹ 1 each) to be appropriated from the profits of the year 2014 - 2015 subject to the approval of the shareholders at the ensuing Annual General Meeting. The dividend will be paid in compliance with applicable regulations. The dividend, if approved, will result in an outflow of ₹ 656.10 million (including dividend tax).

Results of Operations

On Standalone basis the Company achieved gross revenue of ₹ 51,677.30 million and the Standalone operating profit before finance costs, depreciation & tax was ₹ 13,536.19 million. As mentioned above, the standalone audited figures for the current year are not comparable with that of the previous year.

On Consolidated basis the Company achieved a gross revenue of ₹ 66,297.52 million and the Consolidated operating profit before finance costs, depreciation & tax was ₹ 10,429.82 million as compared to ₹ 10,956.21 million in the previous year.

Amalgamation of Glenmark Generics Limited and Glenmark Access Limited with the Company

The Board of Directors at their meeting held on 31 January 2014 had approved the amalgamation of its subsidiaries Glenmark Generics Limited and Glenmark Access Limited ("Transferor Companies") with the Company in accordance with the provisions of Sections 391 to 394 of the Companies Act, 1956 with the Appointed date being 1 April 2014, subject to the sanction/approval of the High Court of Judicature at Bombay, Mumbai ("The High Court") and other appropriate regulatory authorities. The High Court had vide its order dated 20 March 2015 approved the amalgamation and the Company had filed the copy of the order with the Registrar of Companies, Mumbai on 10 April 2015 being the effective date.

Corporate Governance

Your Company believes Corporate Governance is at the core of stakeholder satisfaction. Your Company's governance practices are described separately in this Annual Report. Your Company has obtained a certification from S. S. Rauthan & Associates, Practising Company Secretaries on our compliance with Clause 49 of the Listing Agreement with Indian Stock Exchanges. This certificate is attached to the Report on Corporate Governance.

Directors

Mrs. Cherylann Pinto retires by rotation at ensuing Annual General Meeting and being eligible offers herself for re-appointment. The Board of Directors have recommended her re-appointment for consideration of the Shareholders. All Independent Directors have declared that they meet the criteria of Independence as laid down under Section 149(6) of the Companies Act, 2013 and Clause 49 of the Listing Agreement.

Mr. Hocine Sidi Said resigned as a Board Member w.e.f. 25 November 2014 due to his other commitments. The Board placed on record its sincere appreciation for his valuable guidance and contribution during his tenure as a Board Member.

Subsidiaries, Joint Ventures and Associate Companies

As per Section 129(3) of the Companies Act, 2013 and the Listing Agreement, the Consolidated Financial Statements of the Company and all its subsidiaries for the year ended 31 March 2015 prepared in accordance with International Financial Reporting Standards as permitted by SEBI forms a part of the Annual Report. Further in terms of the first proviso of Section 129(3) of the Act and Rules 5 and 8(1) of the Companies (Accounts) Rules, 2014 a statement containing the salient features, performance and financial position of the subsidiaries in the prescribed Form AOC-1 is appended herewith as Annexure I to this Report.

The policy for determining material subsidiaries may be accessed on the Company's website at the link: http://www.glenmarkpharma.com/UITemplate/HtmlContainer.aspx?res=P_GLN_Rightslug

The Audited Accounts of the subsidiaries together with its Board's Report and Auditors' Report are available for inspection of members on any working day at the Corporate Office of the Company between 11 a.m. to 1 p.m.

Management Discussion and Analysis Report

The Management Discussion and Analysis Report on the operations of the Company, as required under the Listing Agreement with the stock exchanges is provided in a separate section and forms a part of this report.

Particulars of Contract or Arrangements with Related Parties

Particulars of contracts or arrangements with related parties referred to in Section 188(1) of the Companies Act, 2013 in the prescribed form AOC-2, is appended herewith as Annexure II to this report.

The policy on materiality of related party transactions and dealing with related party transactions may be accessed on the company's website at the link: http://www.glenmarkpharma.com/UITemplate/HtmlContainer.aspx?res=P_GLN_Rightslug

Auditors and Auditors Report

Statutory Auditors

The Auditors, M/s. Walker Chandiok & Co LLP, Chartered Accountants (Firm Registration No. 001076N), retire at the ensuing Annual General Meeting and have confirmed their eligibility and willingness to accept office, if re-appointed. In terms of the provisions of Section 139 of the Companies Act, 2013, the Auditors need to be appointed for a term of 5 years so as to hold office from the ensuing Annual General Meeting till the conclusion of the Sixth Annual General Meeting subject to ratification by the members at each Annual General Meeting. The proposal for their re-appointment is included as Item No. 4 of the Notice convening the Annual General Meeting.

The Auditors Report does not contain any qualification, reservation or adverse remarks.

Cost Auditors

Your Directors, on the recommendation of the Audit Committee have re-appointed Sevekari, Khare & Associates (Registration No. 000084) as Cost Auditors to audit the cost records of the Company for the Financial Year 2015-2016 at a remuneration of ₹ 1.15 million.

Pursuant to Section 148 of the Companies Act, 2013 read with The Companies (Cost Records and Audit) Rules 2014, as amended from time to time, the cost audit records maintained by the Company are required to be audited. In terms of the provisions of the Companies Act, 2013, the remuneration payable to them is required to be ratified by the Shareholders at the ensuing Annual General Meeting and accordingly, a resolution seeking your ratification has been included as Item No. 5 of the Notice convening the Annual General Meeting. The Cost Audit Report for the F.Y. 2013-14 has been filed on 22 August 2014.

Secretarial Auditor

The Board had appointed S.S. Rauthan & Associates, Practising Company Secretaries, to conduct Secretarial Audit for the F.Y. 2014-15. The Secretarial Audit Report for the financial year ended 31 March 2015 is appended herewith as Annexure III to this report. The Secretarial Audit Report does not contain any qualification, reservation or adverse remarks.

Changes in Capital Structure

Issue of shares on exercise of Employees' Stock Options

During the year, we allotted 70,900 Equity Shares of ₹ 1/- each (on *pari passu* basis) on the exercise of stock options by the eligible employees of the Company and its subsidiaries under the 2003 Employee Stock Option Scheme. As a result of this, the outstanding issued, subscribed and paid-up equity shares increased from 271,223,653 to 271,294,553 shares as at 31 March 2015.

Employee Stock Option Scheme

The information in compliance with Clause 12 of the Securities and Exchange Board of India (Employee Stock Option Scheme) and (Employee Stock Purchase Scheme) Guidelines, 1999, as amended are appended herewith as Annexure IV to this Report.

No employee was issued Stock Options during the year. As on 31 March 2015 there are 164,800 options outstanding.

On exercising the convertible options so granted, the paid-up equity share capital of the Company will increase by a like number of shares.

Listing at Stock Exchanges

The Equity shares of your Company continue to be listed on Bombay Stock Exchange Ltd. and The National Stock Exchange of India Ltd.

Conservation of Energy, Technology Absorption, Foreign Exchange Earnings and Outgo

The information on Conservation of Energy, Technology Absorption, Foreign Exchange Earnings and Outgo as stipulated under Section 134(3)(m) of the Companies Act, 2013 read with Rule 8 of The Companies (Accounts) Rules 2014 is appended herewith as Annexure V to this Report.

Particulars of Employees

Information as required under the provisions of Section 197(12) of the Companies Act, 2013 read together with Rule 5(1) of the Companies (Appointment and Remuneration of Managerial Personnel) Rules, 2014, is appended herewith as Annexure VI to this report.

The information required pursuant to Section 197(12) of the Companies Act, 2013 read with Rule 5(2) & 5(3) of the Companies

(Appointment and Remuneration of Managerial Personnel) Rules, 2014 in respect of employees of the Company, is appended herewith as an Annexure forming part of this Report.

Corporate Social Responsibility (CSR)

The report on the CSR activities undertaken by the Company in the format prescribed in the Companies (Corporate Social Responsibility Policy) Rules, 2014 including the composition of the CSR Committee is appended herewith as Annexure VII to this Report.

Extract of Annual Return

In accordance with Section 134(3)(a) of the Companies Act, 2013, an extract of the Annual Return in Form MGT-9 is appended herewith as Annexure VIII to this report.

Directors' Responsibility Statement

Pursuant to the provisions of Section 134(3) (c) and 134 (5) of the Companies Act, 2013, the directors confirm that –

(i) in the preparation of the annual accounts, the applicable accounting standards have been followed along with proper explanation relating to material departures, if any;

(ii) appropriate accounting policies have been selected and applied consistently and have made judgements and estimates that are reasonable and prudent so as to give a true and fair view of the state of affairs of the Company as at 31 March 2015 and of the profit of the Company for the year ended 31 March 2015;

(iii) proper and sufficient care has been taken for maintenance of adequate accounting records in accordance with the provisions of the Companies Act, 2013 for safeguarding the assets of the Company and for preventing and detecting fraud and other irregularities;

(iv) the annual accounts have been prepared on a going concern basis;

(v) have laid down internal financial controls to be followed by the Company and such internal financial controls are adequate and were operating effectively;

(vi) proper systems have been devised to ensure compliance with the provisions of all applicable laws and such systems were adequate and operating effectively.

Board Performance Evaluation

The Company has devised a Performance Evaluation Framework and Policy, which sets out a mechanism for the evaluation of the Board and the Directors.

Performance evaluation of the Board and the Directors was carried out through an evaluation mechanism in terms of the aforesaid Performance Evaluation Framework and Policy.

Audit Committee

The details pertaining to composition of Audit Committee are included in the Corporate Governance Report, which forms part of this report.

Nomination and Remuneration Policy

Our policy on the appointment of Directors including Independent Directors, Key Managerial Personnel (KMP) and senior management and the policy on remuneration of the Directors, KMP and other employees provides a referendum based on which the Human Resource Management Team plans and strategises their recruitment plans for the strategic growth of the Company. The policy is provided herewith pursuant to the provisions of Section 178(4) of the Companies Act, 2013 and Clause 49(IV) (B) (4) of the Listing Agreement.

Introduction

The Company believes that human resources as an asset are invaluable and play an integral part in the growth and success of the Company.

The Company also acknowledges that a Board with diversified expertise and experience, adequate mix of Executive and Independent Directors, provides the desired vision, governance structure and mission to the Company in order to enable it to achieve its goals.

Objective and Purpose of the Policy

In line with the requirements of the listing agreement and the Companies Act, 2013, the objectives and purpose of the policy are as under:

- To formulate the criteria for determining qualifications, competencies, positive attributes and independence for the appointment of a director and to recommend their appointment/removal;
- To lay out the remuneration principles for the directors, KMP and other employees;
- To formulate the criteria for evaluation of the Board and all the directors;
- To devise a policy on Board Diversity;
- To lay down the criteria for identifying people who can be appointed in senior management and recommend their appointment.

Terms and References:

In this Policy, the following terms shall have the following meanings:

"The Board" means the Board of Directors of the Company.

"Director" means a director of a company.

"Committee" means the Nomination and Remuneration Committee as constituted or reconstituted by the Board, in accordance with the provisions of Section 178 of the Companies Act, 2013 and Clause 49 of the Equity Listing Agreement.

"Independent Director" means a director referred to in sub-section (6) of Section 149 of the Companies Act, 2013 and Clause 49(II)(B) of the Equity Listing Agreement.

"Key Managerial Personnel" (KMP) means

- the Chief Executive Officer or the Managing Director or the manager;
- the Whole-Time Director;
- the Chief Financial Officer; and
- the Company Secretary;

and such other officer as may be prescribed under the Companies Act, 2013 from time to time.

Senior Management means personnel of the Company who are members of its core management team excluding the Board and all members of the management one level below the Executive Directors.

Unless the context otherwise requires, words and expressions used in this policy and not defined herein but defined in the Companies Act, 2013 and Listing Agreement as may be amended from time to time shall have the same meaning assigned to them therein.

Policy for the appointment and removal of Directors, KMP and Senior Management:

The criteria for the appointment of Directors, KMP and Senior Management are as follows:

- The Committee shall identify and ascertain the integrity, qualification, expertise and experience of the person for appointment as Director, KMP or at Senior Management level and recommend to the Board his/her appointment.
- The candidate shall possess adequate qualification, expertise and experience for the position he/she is considered for appointment.
- The appointment of any Whole-Time Director/KMP/Senior Management shall also be governed by the prevailing employment policies of the Company.
- A Whole-Time KMP of the Company shall not hold office in more than one Company except in its subsidiary company at the same time. However, a Whole-Time KMP can be appointed as a Director in any company subject to the same being intimated to the Board or being in accordance with the policy of the Company.
- In case of an Independent Director, the proposed appointee should possess the desired attributes and should not suffer from any disqualifications as prescribed under Section 149(6) read with the relevant rules and Clause 49 (II) (B) of the equity listing agreement.

Term/Tenure:

- **Managing Director/Whole-time Director:**
  The Company may appoint or re-appoint a person as its Executive Chairman, Managing Director or Executive Director for a term not exceeding five years at a time. No re-appointment shall be made earlier than one year before the expiry of term.
- **Independent Director:**
  An Independent Director shall hold office for a term up to five consecutive years on the Board of the Company and will be eligible for re-appointment for another term up to five consecutive years. No Independent Director shall hold office for more than two consecutive terms. The terms and conditions of appointment will be as prescribed from time to time under the Companies Act, 2013 and the Listing Agreement.

Removal:

Due to reasons for any disqualification mentioned in the Act or under any other applicable Act, Rules and Regulations thereunder or for such other compelling reasons, the Committee may recommend to the Board with reasons recorded in writing, removal of an Independent Director, KMP or Senior Management Personnel subject to the provisions and compliance to the Act, Rules and Regulations and applicable policies of the Company.

Retirement:

The Independent Directors shall not be liable to retire by rotation. The other Directors, KMP and Senior Management Personnel shall retire as per the applicable provisions of the Act and prevailing policies of the Company. The Board will have the discretion to retain the Whole-time Directors, KMP or other Senior Management Personnel in the same position/remuneration or otherwise, for the benefit of the Company.

Policy relating to the Remuneration for the Whole-Time Director, KMP and other employees:

- The remuneration should be reasonable and sufficient in order to justify the position and responsibility and to retain the Directors;
- Relationship of remuneration to performance is clear and meets appropriate performance benchmarks;
- Remuneration to Whole-Time Directors, KMP and Senior Management Personnel and other employees involves a clear balance between fixed and incentive pay reflecting short and long term performance objectives appropriate to the working of the Company and its goals.

Remuneration to Whole-time Directors, KMP, Senior Management and other employees:

- Remuneration to the Directors will be determined by the Committee and recommended to the Board. The same shall be subject to the approval of the shareholders.
- Increments to the existing remuneration of the Directors shall be approved by the Committee within the overall limits as approved by the shareholders and placed before the Board.

- Increments to the existing remuneration of KMP and Senior Management will be approved by the committee and recommended to the Board.
- While determining the remuneration/ compensation/ benefits, etc. to the Whole-Time Directors, KMP and Senior Management Personnel and other employees, the Committee shall keep in mind the following criteria:
  - That the remuneration is aligned with market when compared to relevant peer companies;
  - Understandable and valuable to the talent the Company wishes to attract, motivate, engage and retain.

Remuneration to Non-Executive/Independent Directors:

- **Sitting Fees:**
  Non-Executive/Independent Directors shall be paid sitting fees for attending the meetings of the Board and the Committees of which they are members. The Board may at its discretion revise the sitting fees payable to the Non-Executive/Independent Directors from time to time provided that the amount of such fees shall not exceed the limits prescribed under the Companies Act, 2013 or rules made thereunder.

Green Initiative

The Ministry of Corporate Affairs has taken the Green Initiative in Corporate Governance by allowing paperless compliances by Companies through electronic mode.

Your Company supports the Green Initiative and has accordingly decided to send all communications to its shareholders to their respective registered E-mail addresses.

Your Company appeals to you, its shareholders, who are yet to register your E-mail addresses that they take necessary steps for registering same so that you can also become a part of the initiative and contribute towards a Greener environment.

Risk Management Policy

The Company has put in place an Enterprise Risk Management Policy. The Risk register is updated at regular intervals. The details of risk management have been included in the Management Discussion and Analysis Report, which forms a part of this Report.

Human Resources

Company's industrial relations continued to be harmonious during the year under review.

Particulars of Loans, Guarantees or Investments

Particulars of loans, guarantees and investments covered under Section 186 of the Companies Act, 2013 form part of the notes to the standalone financial statements forming a part of this Annual Report.

General

Your Directors state that no disclosure or reporting is required in respect of the following items as there were no transactions on these items during the year under review:

1. Details relating to deposits covered under chapter V of the Act.
2. Issue of equity shares with differential rights as to dividend, voting or otherwise.
3. Issue of Shares (including sweat equity shares) to employees of the Company under any scheme save and except ESOS referred to in this report.
4. Neither the Managing Director nor the Whole-Time Directors of the Company receive any remuneration or commission from any of its subsidiaries.
5. No significant or material orders were passed by the Regulators or Courts or Tribunals which impact the going concern status and Company's operations in future.

Your Directors further state that during the year under review, there were no cases filed pursuant to the Sexual Harassment of Women at Workplace (Prevention, Prohibition and Redressal) Act, 2013.

Appreciation and Acknowledgements

Your Directors express their gratitude to the Company's customers, shareholders, business partners' viz. distributors and suppliers, medical profession, Company's bankers, financial institutions including investors for their valuable sustainable support and co-operation.

Your Directors commend the continuing commitment and dedication of employees at all levels.

For and on behalf of the Board of Directors

Glenn Saldanha
Chairman & Managing Director

Place: Mumbai
Date: 29 May 2015

ANNEXURE I

FORM NO. AOC-1

Statement containing salient features of the financial statements of Subsidiaries/ Associate Companies/ Joint Ventures

PART - 'A' Subsidiaries

(₹ in Million)

Sr. No.	Name of the Company	Glenmark Impex L.L.C	Glenmark Farmaceutica ltda.	Glenmark Philippines Inc.	Glenmark Pharmaceuticals (Nigeria) Ltd.	Glenmark Dominicana SRL	Glenmark Pharmaceuticals (Malaysia) SDN. BHD	Glenmark South Africa (Pty) Ltd.	Glenmark Pharmaceuticals South Africa (Pty) Ltd.	Glenmark Pharmaceuticals (Australia) Pty Ltd.	Glenmark Pharmaceuticals S.A., Switzerland	Glenmark Holding S.A.	Glenmark Pharmaceuticals SK SRO	Glenmark Pharmaceuticals SRO	Glenmark Pharmaceuticals S.R.L.	Glenmark Pharmaceuticals (Europe) R&D Ltd.	Glenmark Pharmaceuticals Colombia SAS (Formerly Glenmark Pharmaceuticals Colombia Ltda)	Glenmark Pharmaceuticals Peru S.A.C
1	Share Capital	902.00	8938.49	116.70	208.98	0.19	97.72	718.54	25.90	70.44	6520.03	2599.55	0.43	4488.28	339.09	88.09	31.43	352.67
2	Reserves	1687.62	(5321.81)	33.32	(93.64)	(0.26)	3.89	(43.52)	(399.73)	(69.86)	(6199.76)	3792.41	23.22	(3936.89)	(131.52)	90.05	(29.19)	(204.91)
3	Total Assets	3846.50	4523.63	272.27	346.75	0.00	459.43	675.02	380.97	0.78	10788.69	40642.10	173.25	3041.70	694.46	224.31	22.04	225.84
4	Total Liabilities	1256.88	906.95	122.25	231.41	0.07	357.82	0.00	754.80	0.20	10468.42	34250.14	149.60	2490.31	486.89	46.17	19.80	78.08
5	Investment (except in case of investment in subsidiaries)	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
6	Turnover	2911.46	2345.24	306.10	313.71	0.00	603.82	0.00	492.48	0.00	324.36	0.00	614.67	2316.81	771.17	438.54	12.04	101.55
7	Profit before Tax	(1075.99)	(1434.37)	17.46	21.88	(0.02)	4.22	(0.12)	(152.77)	(0.57)	(2401.89)	(1190.73)	10.66	(1127.03)	(116.37)	36.06	(11.57)	(51.28)
8	Provision for Tax	(205.27)	(315.05)	4.79	14.63	0.00	1.86	0.00	(31.11)	0.00	(1211.33)	0.13	5.38	(173.78)	(12.56)	(0.18)	(3.52)	(19.78)
9	Profit after Tax	(870.72)	(1119.32)	12.67	7.25	(0.02)	2.36	(0.12)	(121.66)	(0.57)	(1190.56)	(1190.86)	5.28	(953.25)	(103.81)	36.24	(8.05)	(31.50)
10	Proposed Dividend	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
11	Currency	RUB	BRL	PHP	NGN	DOP	MYR	ZAR	ZAR	AUD	USD	USD	EURO	CZK	RON	GBP	COP	PEN
12	Exchange Rate (₹)																	
	Average Rate	1.419	24.870	1.376	0.352	1.382	18.242	5.541	5.541	53.389	61.175	61.175	77.394	2.805	17.454	98.410	0.029	20.764
	Closing Rate	1.076	19.220	1.395	0.311	1.382	16.837	5.187	5.187	48.079	62.500	62.500	67.846	2.467	15.366	92.760	0.024	19.812

Contd...

Sr. No.	Name of the Company	Glenmark Therapeutics Inc., USA	Glenmark Pharmaceuticals Egypt S.A.E.	Glenmark Pharmaceuticals SP Z.O.O.	Glenmark Distributors SP Z.O.O.	Glenmark Pharmaceuticals F.Z.E.	Glenmark Pharmaceuticals Mexico, SA DE CV	Glenmark Pharmaceuticals Venezuela, CA	Glenmark Uruguay SA	Glenmark Pharmaceuticals Europe Ltd.	Glenmark Pharmaceuticals Inc., USA (Formerly Glenmark Generics Inc., USA)	Glenmark Generics S.A. Argentina	Glenmark Generics Finance S.A.	Glenmark Pharmaceuticals B.V.	Glenmark Arzneimittel GmBH	Glenmark Pharmaceuticals Canada Inc. (Formerly Glenmark Generics Canada Inc.)	Glenmark Pharmaceuticals (Kenya) Limited	Glenmark Therapeutics AG
1	Share Capital	368.60	297.27	151.90	27.69	12.93	1353.38	627.12	382.60	518.09	2804.15	2470.85	9068.83	1.15	3.19	6.11	97.18	5.73
2	Reserves	(415.73)	(276.94)	37.66	32.38	80.29	(949.90)	1659.28	245.62	543.05	4744.49	(1093.46)	(1567.14)	2.50	28.37	(14.19)	14.49	(2.25)
3	Total Assets	94.64	58.02	238.45	484.16	102.64	657.33	4398.54	628.57	3015.28	17086.59	1573.23	18343.11	89.59	1164.32	1.85	460.53	3.61
4	Total Liabilities	141.77	37.69	48.89	424.09	9.42	253.85	2112.14	0.35	1954.14	9537.95	195.84	10841.42	85.94	1132.76	9.93	348.86	0.13
5	Investment (except in case of investment in subsidiaries)	0.00	0.00	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
6	Turnover	138.31	57.88	495.78	869.90	110.82	384.28	4291.13	0.01	3254.64	21448.62	521.08	468.17	213.74	824.68	0.00	521.55	0.00
7	Profit before Tax	(146.41)	(91.92)	20.51	3.53	19.15	(202.48)	1780.51	(10.29)	46.76	1380.97	(438.90)	(236.10)	0.49	28.18	(14.73)	41.67	(1.47)
8	Provision for Tax	(64.42)	0.00	3.98	0.74	0.00	(24.90)	616.86	0.06	4.89	555.55	(122.28)	0.07	0.10	7.66	0.00	13.01	0.02
9	Profit after Tax	(81.99)	(91.92)	16.53	2.79	19.15	(177.58)	1163.65	(10.35)	41.87	825.42	(316.62)	(236.17)	0.39	20.52	(14.73)	28.66	(1.49)
10	Proposed Dividend	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
11	Currency	USD	EGP	PLN	PLN	AED	MXN	VEF	USD	GBP	USD	ARS	USD	EURO	EURO	CAD	KES	USD
12	Exchange Rate (₹)																	
	Average Rate	61.175	8.429	18.470	18.470	16.659	4.457	9.682	61.175	98.410	61.175	7.280	61.175	77.394	77.394	53.750	0.670	61.175
	Closing Rate	62.500	8.163	16.560	16.560	17.068	4.103	9.910	62.500	92.760	62.500	7.090	62.500	67.846	67.846	49.450	0.660	62.500

Note : 1. The reporting period for all the subsidiaries is 31 March 2015 and the extent of holding is 100%.

2. Glenmark Pharmaceuticals (EOOD), Bulgaria has been voluntarily liquidated.

PART - 'B' Associates and Joint Ventures

(₹ in Million)

Name of the Joint Venture	Glenmark Pharmaceuticals (Thailand) Co. Ltd.
1) Latest Audited Balance Sheet date	31 March 2015
2) Shares of the Joint Venture held by the Company on the year end:	
Number	26,215 Ordinary Shares of THB 100 each and 2 Preference Shares of THB 100 each
Amount of Investment in the Joint Venture	3.72
Extent of holding %	49%
3) Description of how there is significant influence	NA
4) Reason why the Joint Venture is not consolidated	NA
5) Networth attributable to Shareholding as per latest Audited Balance Sheet	(1.79)
6) Profit / Loss for the year	
(i) Considered in Consolidation (after inter Company adjustment)	(2.48)
(ii) not considered in Consolidation	NA

For and on Behalf of the Board of Directors

Glenn Saldanha
Chairman & Managing Director

Cherylann Pinto
Executive Director

Rajesh Desai
Executive Director

Sanjay Kumar Chowdhary
Company Secretary & Compliance Officer

Place : Mumbai
Date : 29 May 2015

ANNEXURE II

Form No. AOC-2

(Pursuant to Clause (h) of sub-section (3) of Section 134 of the Companies Act, 2013 and Rule 8(2) of the Companies (Accounts) Rules, 2014)

Disclosure of particulars of contracts/arrangements entered into by the Company with related parties referred to in sub-section (1) of Section 188 of Companies Act, 2013 including certain arms length transactions under third proviso thereto.

1. No contracts or arrangements or transactions were entered into by the Company with related parties during the year ended 31 March 2015, which were not at arm's length basis.

2. Details of material contracts or arrangement or transactions at arm's length basis:

   a. Name of the related party and nature of relationship: Glenmark Pharmaceuticals Inc., USA (Formerly Glenmark Generics Inc., USA); Subsidiary

   b. Nature of contracts/ arrangements/ transactions: Sale - Materials & Services

   c. Duration of the contracts/ arrangements/ transactions: Ongoing

   d. Salient terms of the contracts or arrangements or transactions including the value, if any: Based on Transfer Pricing Guidelines; ₹ 17,790.19 Million.

   e. Date(s) of approval by the Audit Committee/ Board: Not applicable; Since the contract was entered in the ordinary course of business and is on arm's length basis.

   f. Amount paid as advances: Nil

Transactions having value of more than 10% of the Consolidated turnover have been identified as material.

For and on behalf of the Board of Directors

Glenn Saldanha	**Cherylann Pinto**	**Rajesh Desai**	**Sanjay Kumar Chowdhary**
Chairman & Managing Director	Executive Director	Executive Director	Company Secretary & Compliance Officer

ANNEXURE III

Secretarial Audit Report

[Pursuant to Section 204(1) of the Companies Act, 2013 and Rule 9 of the Companies (Appointment and Remuneration Personnel) Rules, 2014]

To
The Members,
Glenmark Pharmaceuticals Limited

We have conducted the Secretarial Audit of the compliance of applicable statutory provisions and the adherence to good corporate governance practice by **Glenmark Pharmaceuticals Limited** (hereinafter called **"the Company"**). Secretarial Audit was conducted in a manner that provided us a reasonable basis for evaluating the corporate conducts/statutory compliances and expressing our opinion thereon.

Based on our verification of the Company's Books, Papers, Minutes Books, Forms and Returns filed and other records maintained by the Company and also the information provided by the Company, its officers, agents and authorised representatives during the conduct of Secretarial Audit, we hereby report that in our opinion, the Company has, during audit period covering the financial year ended 31 March 2015 ("Audit Period") complied with the statutory provisions listed hereunder and also that the Company has proper Board processes and compliance mechanism in place to the extent, in the manner and subject to the reporting made hereinafter:

We have examined the books, papers, minute books, forms and returns filed and other records maintained by the Company for the financial year ended on 31 March 2015, according to the provisions of:

(i) The Companies Act, 2013 (the Act) and the rules made thereunder;

(ii) The Securities Contracts (Regulation) Act, 1956 ('SCRA') and the rules made thereunder;

(iii) The Depositories Act, 1996 and the Regulations and Bye-laws framed thereunder;

(iv) Foreign Exchange Management Act, 1999 and the rules and regulations made there under to the extent of Foreign Direct Investment and Overseas Direct investment and External Commercial Borrowings;

(v) The following Regulations and Guidelines prescribed under the Securities and Exchange Board of India Act,1992 ('SEBI Act'):-

  a) The Securities and Exchange Board of India (Substantial Acquisition ofShares and Takeovers) Regulations, 2011;

  b) The Securities and Exchange Board of India (Prohibition of Insider Trading) Regulations, 1992;

  c) During the Audit Period the Company has not issued or allotted any securities, hence the provision of The Securities and Exchange Board of India (Issue of Capital and Disclosure Requirements) Regulations, 2009 are not applicable;

  d) The Securities and Exchange Board of India (Employee Stock Option Scheme and Employee Stock Purchase Scheme) Guidelines, 1999 and The Securities and Exchange Board of India (Share based Employee Benefits) Regulations, 2014 notified on 28 October 2014;

  e) During the Audit Period the Company has not issued or allotted any debt securities, hence the provisions of the Securities and Exchange Board of India (Issue and Listing of Debt Securities) Regulations, 2008 are not applicable;

  f) The Securities and Exchange Board of India (Registrars to an Issue and Share Transfer Agents) Regulations, 1993, regarding the Companies Act and dealing with client;

  g) During the Audit Period the Company has not delisted any securities, hence, provisions of the Securities and Exchange Board of India (Delisting of Equity Shares) Regulations, 2009 are not applicable;

  h) During the Audit Period the Company has not bought back any securities, hence, the provisions of the Securities and Exchange Board of India (Buyback of Securities) Regulations, 1998 are not applicable;

We have relied on the representation made by the Company and its Officers for systems and mechanism formed by the Company for compliances under other applicable Acts, Laws and Regulations to the Company.

We have also examined compliance with the applicable clauses of the following:

a) Secretarial Standards issued by The Institute of Company Secretaries of India (Not notified hence not applicable to the Company during the Audit Period); and

b) The Listing Agreement entered into by the Company with Bombay Stock Exchange (BSE) and National Stock Exchange (NSE).

We have also examined compliance with the applicable Laws, Act, Rules, Regulations, Guidelines, Standards, etc., complied by Glenmark Generics Ltd. and Glenmark Access Ltd., the subsidiaries company, which has been amalgamated with Company as per order dated 20 March 2015 issued by Hon'ble High Court of Judicature at Bombay, Mumbai.

During the financial year under report, the Company has complied with the provisions of the Act, Rules, Regulations, Guidelines, Standards, etc. mentioned above.

We further report that, having regard to the compliance system prevailing in the Company and on examination of the relevant documents and records in pursuance thereof, on test-check basis, the Company has complied with the following laws applicable specifically to the Company:

a) Drugs and Cosmetics Act, 1940
b) Drugs and Magic Remedies (Objectionable Advertisement) Act, 1954
c) Narcotic Drugs and Psychotropic Substances Act, 1985
d) Conservation of Foreign Exchange and Prevention of Smuggling Activities Act, 1974
e) The Medicinal & Toilet Preparations (Excise Duties) Act, 1955
f) Poisons Act, 1919
g) Food Safety and Standards Act, 2006
h) Labour Laws and other incidental laws related to employees appointed by the Company either on its payroll or on contractual basis as related to wages, gratuity, provident fund, ESIC, compensation etc.
i) Acts prescribed under Environmental protection
j) Acts as prescribed under Direct Tax and Indirect Tax
k) Labour Welfare Act of respective States
l) Laws prescribed under Trademarks, Copyright and Patent Acts
m) Local laws as applicable to various office and plants

We further report that

The Board of Directors of the Company is duly constituted with proper balance of Executive Directors, Non-Executive Directors and Independent Directors. The changes in the composition of the Board of Directors that took place during the period under review were carried out in compliance with the provisions of the Act.

Adequate notice is given to all directors to schedule the Board Meetings, agenda and detailed notes on agenda were sent at least seven days in advance, and a system exists for seeking and obtaining further information and clarifications on the agenda items before the meeting and for meaningful participation at the meeting.

All decisions at Board Meetings and Committee Meetings are carried out unanimously as recorded in the minutes of the meetings of the Board of Directors or Committee of the Board, as the case may be.

We further report that there are adequate systems and processes in the Company commensurate with the size and operations of the Company to monitor and ensure compliance with applicable laws, rules, regulations and guidelines.

We further report that during the Audit Period, other than the amalgamation of its subsidiaries i.e. Glenmark Generics Ltd. and Glenmark Access Ltd., with the Company, no other event/action have taken place which is having a major bearing on the Company's affairs in pursuance of the above referred laws, rules, regulations, guidelines, standards, etc.

For **S. S. Rauthan & Associates**
Company Secretaries

Surjan Singh Rauthan
Proprietor

FCS No. 4807
COP No. 3233
Mumbai
Date : 29 May 2015

ANNEXURE IV

Disclosure in the Board's Report as per SEBI Guidelines for the year 2014-2015

S. No	Particulars		
a	Options granted	10,411,900	
b	Pricing Formula	Exercise Price shall be the latest available closing market price of the equity shares of the Company, prior to the date of grant.	
c	Options Vested**	8,602,200	
d	Options Exercised**	3,709,200	
e	Total No. of shares arising as result of exercise of Options	3,709,200	
f	Options lapsed *	6,537,900	
g	Variation in terms of Options	None	
h	Money realised by exercise of Options (₹ in million)	390.04	
i	Total number of options in force**	164,800	
	* Lapsed Options includes options cancelled/lapsed		
	** The number of options have been reported as on 31.03.2015		
j	Employee wise details of options granted to:		
	- Senior Management	**Name of the employee**	**No. of options granted**
		–	–
	- any other employee who receives a grant in any one year of option amounting to 5% or more of option granted during that year	None	
	- employees who were granted option, during any one year, equal to or exceeding 1% of the issued capital (excluding warrants and conversions) of the Company at the time of grant	None	
k	Diluted earnings per share pursuant to issue of shares on exercise of option calculated in accordance with AS 20 'Earnings per Share'		
l	Pro Forma Adjusted Net Income and Earning Per Share		
	Particulars	**₹ in Million**	
	Net Income (As Reported)	10,075.25	
	Add: Intrinsic Value Compensation Cost	Nil	
	Less: Fair Value Compensation Cost	3.08	
	Adjusted Pro Forma Net Income	10,072.17	
	Earning Per Share: Basic		
	As Reported	37.14	
	Adjusted Pro Forma	37.13	
	Earning Per Share: Diluted		
	As Reported	37.13	
	Adjusted Pro Forma	37.12	
m	Weighted average exercise price of Options granted during the year whose		
i.	Exercise price equals market price	NA	
ii.	Exercise price is greater than market price	NA	
iii.	Exercise price is less than market price	NA	
	Weighted average fair value of options granted during the year whose		
i.	Exercise price equals market price	NA	
ii.	Exercise price is greater than market price	NA	
iii.	Exercise price is less than market price	NA	

<table>
<tr><td>n</td><td>Description of method and significant assumptions used to estimate the fair value of options</td><td>The fair value of the options granted has been estimated using the Black-Scholes option pricing Model. Each tranche of vesting have been considered as a separate grant for the purpose of valuation. The assumptions used in the estimation of the same has been detailed below:</td></tr>
<tr><td rowspan="7"></td><td>Variables</td><td>Weighted average values for options granted during the year</td></tr>
<tr><td>Stock Price</td><td>NA</td></tr>
<tr><td>Volatility</td><td>NA</td></tr>
<tr><td>Riskfree Rate</td><td>NA</td></tr>
<tr><td>Exercise Price</td><td>NA</td></tr>
<tr><td>Time To Maturity</td><td>NA</td></tr>
<tr><td>Dividend yield</td><td>NA</td></tr>
<tr><td colspan="3">Stock Price: Closing price on NSE as on the date of grant has been considered for valuing the grants.</td></tr>
<tr><td colspan="3">Volatility: We have considered the historical volatility of the stock till the date of grant to calculate the fair value.</td></tr>
<tr><td colspan="3">Risk-free rate of return: The risk-free interest rate being considered for the calculation is the interest rate applicable for a maturity equal to the expected life of the options based on the zero-coupon yield curve for Government Securities.</td></tr>
<tr><td colspan="3">Exercise Price: The Exercise Price is the latest available closing market price of the equity shares of the Company, prior to the date of grant, for the respective grants.</td></tr>
<tr><td colspan="3">Time to Maturity: Time to Maturity/Expected Life of options is the period for which the Company expects the options to be live. The minimum life of a stock option is the minimum period before which the options cannot be exercised and the maximum life is the maximum period after which the options cannot be exercised.</td></tr>
<tr><td colspan="3">Expected dividend yield: Expected dividend yield has been calculated as an average of dividend yields for the four financial years preceding the date of the grant.</td></tr>
<tr><td colspan="3">Intrinsic Value: means the excess of market price of the share under ESOS over the exercise price of the option (including up-front payment, if any.)</td></tr>
</table>

ANNEXURE V

Information under Section 134(3)(m) of the Companies Act, 2013 read with The Companies (Accounts) Rules, 2014 as amended from time to time and forming part of the Board's Report

(A) CONSERVATION OF ENERGY

(i) The steps taken or impact on conservation of energy:

Following steps for conservation of energy have been taken in the areas of lighting, pumps & motors, power factor, automation, refrigeration system and fuel.

Lighting

Replaced high pressure mercury lamps (HPMV)/Sodium Vapor lamps with CFL and CFL/tube lights with LED at few sites;

Installed timers for lights to switch-off during lunch and after evening hours in administration buildings;

Installed energy savers to provide constant and optimum voltage to lamps without compromising on illumination levels at two manufacturing facilities;

Provided separate switch for each lamp;

Rationalized number of lamps on shop floor;

Installed motion sensors for lights in wash rooms, change rooms and lobbies at few locations.

Pumps & Motors

Provided variable frequency drives (VFD) on motors to draw current based on load variation for air handling units (AHU) and chilled water pumps;

Reduced size of pumps installed at cooling towers to match cooling requirements;

Optimized air changes per hour as per standard requirements;

Optimized blower RPM to reduce power consumption by AHU;

Recovered hot air from dehumidifier to reduce heating requirement.

Power Factor

Installed new electrical panel to improve Power Factor and now Power Factor is maintained close to 1 across all manufacturing, R&D sites and Head Office.

Automation

Temperature controller installed to cut-off cooling tower fans;

Installation of cyclic timer on ACs, auto on/off for air curtains;

Timers installed on pumps and exhaust fans to optimize their operating time.

Refrigeration system

Replaced vapour absorption cycle based refrigeration system with more efficient vapour compression cycle based screw chiller;

Replaced brine plant based chillers with more efficient screw chiller;

Installed standalone/lower capacity chillers for smaller areas;

Reduced heat load from shop/service floor to reduce load on heating, ventilation and air conditioning (HVAC) system;

Provided common header for two or more chillers to be able to service two or more areas optimally.

Fuel

Steam condensate recovered and reused back to reduce fuel consumption for boiler operations.

(ii) The steps taken by the Company for utilizing alternate sources of energy:

Used biodiesel in place of high speed diesel for operating boiler to generate steam in order to utilize non-conventional energy source and also reduce air emission at one location in 2014-15.

Company has planned to install 100 kwh solar power plant at its Research & Development Centre at Mahape, Navi Mumbai in 2015-16.

Company has entered into an agreement to purchase electricity from hydro power plant in place of coal based power plant in 2015-16 for its Research & Development Centre at Mahape, Navi Mumbai through an open access under power purchase agreement as per Indian Electricity Rules, 2003.

(iii) The capital investment on energy conservation equipment's:

Total capital invested in F.Y. 2014-15 on energy conservation equipment is ₹ 10.2 Mn.

B. TECHNOLOGY ABSORPTION

(i) Efforts made towards technology adoption:

Our efforts in the area of technology absorption, adoption and innovation are based on our own efforts in R & D. They include improvement in yield and quality, efficacy, improvement of processes and development of new processes with validation studies.

Specific areas in which R & D is carried out by the Company & its subsidiaries and benefits derived as a result of new platform technologies and products to create competitive advantage, better safety, efficacy and sustained performance during life cycle of products.

Pharmaceutical Development

Design a quality product and its manufacturing process to consistently deliver the intended performance of the product. Control specifications and manufacturing process to achieve sustained performance and quality. Dosage form selection based on suitability and intended use. Determination of aspects of drug substances, excipients, container closure system and manufacturing process those are critical to product quality and evaluation of drug substance physicochemical and biological properties. Manufacturing process improvements and product lifecycle management.

Development of immediate release, delayed release, sustained release, metered dose inhalers, dry powder inhalers, nasal sprays, topical, liquid orals, injectable formulations and various platform technologies. Formulation development includes literature survey, compatibility studies, pre-formulation studies, formulation development of dosage forms for selected drug molecules on laboratory scale.

R & D has developed the formulations for new molecules, existing molecules and fixed dose combinations which include its standardisation and technology transfer and execution at production site, evaluation of these batches against reference samples for safety, efficacy and bio-equivalence.

Analytical Method Development

Development of new analytical test procedures for various dosage forms to establish the quality and setting up specification for the release, stability testing of dosage forms and Active Pharmaceutical Ingredient. These methods are validated as per International Regulatory Standards.

The responsibilities of this department also include the evaluation of the stability of the products developed at R & D under various Climatic Conditions as per ICH Guidelines of Stability. This data is used as a basis to predict the shelf life of the products and also to prepare the stability study protocols for the commercial products manufactured as drug products/drug substance.

Analytical Research Activities for NCE Research

New analytical test procedures are developed to establish the structure and evaluate the quality of NCE prior to initial biological screening. During pre-clinical studies, we generate analytical data for establishing the quality and setting up specification for the release testing of drug substances. The methods used to release the drug substances which are used in clinical trials, are validated as per International Regulatory Standards.

Physicochemical properties of New Chemical Entity are established and characterization studies are conducted. CMC related Dossiers, study protocols and study reports are prepared to support various pre-clinical studies and clinical trial applications with Regulatory

Agencies. We perform polymorphic evaluation and salt selection studies on various NCEs drug substance and drug products. Reference standards of NCE were generated and supplied to CROs and manufacturing sites.

Process Development and Synthesis

Chemistry department supports the pre-clinical and early clinical development programs by providing expertise in the areas of Process Chemistry. With best-in-class infrastructure, we do synthesis from milligram to kilogram and multi-kilogram scale. Competence in process research enables development of economically efficient and scale-up friendly processes that can lead to speedy development of drug candidates.

Key attributes of Process Chemistry are Process development, Process optimisation & validation, Process improvement, Scale-up, complete process package including impurity profiling & working standards; Technology development and transfer services along with the process dossier; Supply of NCE for clinical studies from cGMP pilot plant; Synthesis of new salts & polymorphs; Synthesis of Metabolites, Asymmetric synthesis, chiral separation, carbohydrate chemistry.

The key responsibility of department is development and optimisation of synthetic routes for New Chemical Entities (NCE) and to ensure consistent delivery of the intended quantities of these NCEs required for different clinical studies.

R & D has developed new synthetic routes for novel molecules. The chronological pathway followed is process development, validation, technology transfer and manufacture of the NCE at GMP production sites. The targets explored in NCEs space during the year were TRPA1, PDE4, mPGES-1 and ITK with molecules having diverse and complex chemistry.

Compounds worked upon were GRC 17536 Potassium and its different pro-drugs and GRC 27864.

Department has filed 4 provisional process patents for the innovations made during the year.

(ii) Benefits derived:

Benefits derived are introduction of new products, improvement in the yield and quality, safety & efficacy of products, cost reduction of products and processes without affecting the quality of the products and process efficacy. Our R & D Centre is recognised by D.S.I.R., Ministry of Science and Technology, Government of India.

Glenmark has always made continuous investment in R & D. In India market following formulations were commercialised.

1. Fisiotiv Cream
2. La Shield Lite Sunscreen Gel SPF 40
3. Hair 4U Shampoo
4. Hair 4U Conditioner
5. Sensur Spray - With Diclofenac Sodium
6. Candid Gold Cream
7. Episoft Oil Control Cleansing Gel
8. Fosaprepitant for Injection 150 mg/vial
9. BON K2 HD Tablets
10. Cholecalciferol Soft Gelatin Capsules

For Brazil /ROW markets following formulations were manufactured.

1. Docetaxel Injection USP 20 mg/ml (Taxotere like)
2. Fenspiride Syrup
3. FenspirideHCl Tablets

(iii) Information regarding technology imported during the last five years – Nil

(iv) Expenditure on R & D

(Standalone) (₹ in Million)

Sr. No.	Particulars	2014-15	2013-2014
1.	Capital Expenditure	136.09	61.97
2.	Revenue Expenditure	2,773.14	1,213.55
3.	Total	2,909.23	1,275.52
4.	R & D Expenditure as a percentage of total turnover	5.6%	5.4%

C. FOREIGN EXCHANGE EARNINGS AND OUTGO

Total foreign exchange earned was ₹ 31,299.21 Mn and outflow was ₹ 6,175.92 Mn.

For and on behalf of the Board of Directors

Glenn Saldanha
Chairman & Managing Director

Place: Mumbai
Date: 29 May 2015

ANNEXURE VI

Disclosures required with respect to Section 197(12) of the Companies Act, 2013

The ratio of the remuneration of each director to the median employee's remuneration (MRE) and such other details in terms of Section 197(12) read with Rule 5 (1) of the Companies (Appointment and Remuneration of Managerial Personnel) Rules, 2014.

Remuneration of Whole-time Directors

Name	Title	% increase in the remuneration for the year ended 31 March 2015	Ratio to MRE of the employees
Mr. Glenn Saldanha	Chairman & Managing Director	14%	239.59
Mrs. Cherylann Pinto	Executive Director	13%	73.45
Mr. Rajesh Desai	Executive Director	12%	62.24

Remuneration to Non-Executive Directors

Name	Title	Ratio to MRE of the employees
Mrs. B.E. Saldanha	Non-Executive Director	0.17
Mr. J.F. Ribeiro	Non-Executive Independent Director	0.46
Mr. D.R. Mehta	Non-Executive Independent Director	0.23
Mr. N.B. Desai	Non-Executive Independent Director	0.46
Mr. Sridhar Gorthi	Non-Executive Independent Director	0.34
Mr. Bernard Munos	Non-Executive Independent Director	0.23
Dr. Brian W. Tempest	Non-Executive Independent Director	0.17
Mr. Hocine Sidi Said*	Non-Executive Independent Director	0.23

* Ceased to be a Director w.e.f 25 November 2014

Remuneration to other Key Managerial Personnel (KMP)

Name	Title	% increase in the remuneration for the year ended 31 March 2015
Mr. Sanjay Kumar Chowdhary	Company Secretary & Compliance Officer	26%

(i) The ratio of remuneration of each director to the median remuneration (MRE) of the employees of the Company for the financial year

The MRE of the employees of the Company during the year ended 31 March 2015 was 0.35 million. The details are laid out in the tables above.

The remuneration of the Non-Executive Directors comprises of only sitting fees paid to them for attending the meetings of the Board and Audit Committee meetings. Hence, the percentage increase of their remuneration has not been considered for the above purpose.

(ii) The percentage increase in remuneration of each director and KMP in the financial year

The percentage increase is mentioned in the tables above.

(iii) The percentage increase in median remuneration of the employees in the financial year

The percentage increase in the median remuneration of the employees was 9%.

(iv) Number of Permanent employees on the rolls of the Company

As on 31 March 2015, the Company had 9,524 permanent employees on the rolls of the Company.

(v) Relationship between average increase in Remuneration and Company Performance

The compensation philosophy at Glenmark is to provide remuneration that is market competitive and linked to performance of both the Company and the Individual.

The Consolidated revenue of the Company registered a growth of 11% and the operating profit declined by 12%.

The average increase in remuneration of the employees is 9%.

(vi) Comparison of the remuneration of the KMP against the performance of the Company

The compensation of the KMP is as per the compensation philosophy of the Company. The remuneration is benchmarked against market and also based on the performance of the Company and the individual. Given the Company performance and performance ratings of the KMP, appropriate reward by way of merit increase and variable pay has been awarded to the KMP for the year.

(vii) Variations in the market capitalisation of the Company, price earnings ratio as at the closing date of the current financial year and previous financial year and percentage increase or decrease in the market quotations of the shares of the Company to the rate at which the Company came out with the last public offer

Sr. No.	Particulars	As at 31 March 2015	As at 31 March 2014
1	Market Capitalisation	At BSE - ₹ 213237.52 million At NSE - ₹ 213278.21 million	At BSE - ₹ 153485.47 million At NSE - ₹ 153295.61 million
2	Price Earnings Ratio	21.16	35.30

The Company made an Initial Public Offer in January 2000 at a price of ₹ 200 per equity share of ₹ 10/- each. The closing price as on 31 March 2015 of the Company's equity shares of ₹ 1 each was ₹ 786 on BSE Limited and ₹ 786.15 on The National Stock Exchange of India Limited.

(viii) Average percentile increase already made in the salaries of employees other than the managerial personnel in the last financial year and its comparison with the percentile increase in the managerial remuneration and justification thereof and point out if there are any exceptional circumstances for increase in the managerial remuneration

Average percentile increase in the remuneration for all employees other than managerial personnel was 9%, while the average increase in the managerial remuneration was between 12% to 14%. This increase reflects the strong company performance and the direct contribution of the senior managerial personnel in driving this performance.

(ix) Comparison of the remuneration of each KMP against the performance of the Company

The information forms a part of the table and as mentioned in (v) above.

(x) The key parameters for any variable component of remuneration availed by the directors

Performance assessment is based on the Company performance, business performance and individual performance. Based on the performance assessment the variable remuneration is approved by the Nomination & Remuneration committee and recommended to the Board for their approval within the overall limits as approved by the members.

(xi) The ratio of the remuneration of the highest paid director to that of the employees who are not directors but receive remuneration in excess of the highest paid director during the year

Not Applicable.

(xii) Affirmation that the remuneration is as per the remuneration policy of the Company

We affirm that the remuneration paid is as per the remuneration policy of the Company.

ANNEXURE VII

ANNUAL REPORT ON THE CORPORATE SOCIAL RESPONSIBILITY (CSR) ACTIVITIES

1. **A brief outline of the Company's CSR policy, including overview of projects or programs proposed to be undertaken and a reference to the web-link to the CSR policy and projects or programs.**

   Glenmark's underlying belief is to make a positive contribution to the society and ensuring environment sustainability. We strive to create a healthier world and enrich lives of all our stakeholders and community at large through our CSR initiatives.

   Glenmark Foundation and Glenmark Aquatic Foundation are the CSR arms of Glenmark Pharmaceuticals Ltd.

   Glenmark Foundation focuses on two core areas which are child health and sustainable livelihoods. The Foundation currently implements its projects through various Non-Governmental Organisations (NGO) partners, government bodies and other social institutions.

   Our Vision is "enriching lives to create a healthier and happier world" and we have identified the following focus areas for our interventions:

   Child Health: Our commitment towards Child Heath is to reduce infant mortality and child mortality in children between 0 to 5 years by focusing on:

   - Reducing malnutrition
   - Implementing immunisation sanitation and hygiene programs
   - Promoting preventive health care for mothers and care givers

   Sustainable Livelihood: Our commitment is in the area of skill development through vocational training for the youth and helping the physically disabled regain mobility and leading a productive life by providing artificial limbs.

   Access to Health Care: We are committed to donating medicines to the less privileged people who are suffering from life threating and other diseases.

   Employee Volunteering: Our CSR initiatives are further supplemented through our employee volunteering programs where employees are encouraged to contribute financially or non-financially for a social cause.

   Education: We also support the advancement of education focusing on the rural and disadvantaged communities.

   Glenmark Aquatic Foundation focuses on promotion of sports. Our endeavour is to see India on the global map in the field of sports.

   The Board had approved the CSR policy of the Company. It can be viewed at:
   http://www.glenmarkpharma.com/UITemplate/HtmlContainer.aspx?res=P_GLN_ABT_GCRC1

2. **The Composition of the CSR Committee.**

Sr. No.	Name	Designation/ Category
1	Mrs. Cherylann Pinto	Chairperson - Executive Director
2	Mr. Sridhar Gorthi	Member - Independent Director
3	Mr. Rajesh Desai	Member - Executive Director

3. **Average net profit of the Company for last three financial years.**

   ₹ 3,886.58 Mn.

4. **Prescribed CSR Expenditure (two percent of the amount as in Item 3 above)**

   ₹ 77.74 Mn.

5. **Details of CSR spent during the financial year.**

   (a) Total amount to be spent for the financial year: ₹ 77.74 Mn

   (b) Amount unspent, if any: ₹ 20.06 Mn.

   (c) Manner in which the amount spent during the financial year is detailed below:

(₹ in Million)

Sr. No.	CSR project or activity identified	Sector	Location of the Project/Program	Amount outlay (budget) project or programs wise	Amount spent on the projects or programs	Cumulative expenditure upto the reporting period (From FY 11-12)	Amount spent: Direct or through implementing agency
i	**Expenditure on projects and programs**						
1	Armman (Advancing Reduction in Mortality and Morbidity of Mothers Children And Neonates)	Reducing child mortality and improving maternal health	Mumbai, Maharashtra	1.48	1.48	2.00	Through Glenmark Foundation
2	Institute for Global Development	Reducing child mortality and improving maternal health	Baddi & Nalagarh, Himachal Pradesh	3.00	3.00	5.28	Through Glenmark Foundation
3	Niramaya Health Foundation	Reducing child mortality and improving maternal health	Mumbai, Maharashtra	1.69	1.69	4.74	Through Glenmark Foundation
4	Society for Integrated Development Action Research and Training (SIDART)	Reducing child mortality and improving maternal health	Jaipur, Rajasthan	2.59	2.59	6.79	Through Glenmark Foundation
5	Spandan Samaj Sewa Samiti	Reducing child mortality and improving maternal health	Khandwa, Madhya Pradesh	2.41	2.41	6.16	Through Glenmark Foundation
6	Kherwadi Social Welfare Association (KSWA)	Vocational skill livelihood enhancement projects	Nashik, Maharashtra	2.20	2.20	8.80	Through Glenmark Foundation
7	Providing aids and appliances to the differently-able persons	Promoting health care including preventive health care	Sikkim	0.50	0.50	0.50	Sikkim Vikalang Sahayata Samity
8	Providing aids and appliances to the differently-able persons	Promoting health care including preventive health care	Jaipur, Rajasthan	6.00	6.00	22.50	Bhagwan Mahaveer Viklang Sahayata Samiti (Jaipur Foot)
9	Mukhyamantri Shree Swachata Nidhi	Clean India Mission	Dahej	0.35	0.35	0.35	Government of Gujarat
10	AmeriCares	Promoting health care including preventive health care	Bandipora, Jammu & Kashmir	0.50	0.50	1.37	Through Glenmark Foundation
11	Transform the ecosystem of swimming in India	Training to promote Olympic sports	Mumbai	5.50	5.50	5.50	Through Glenmark Aquatic Foundation
12	Providing infrastructure for facilitating Education	Promoting education	Shirpur, Maharashtra	6.00	6.00	6.00	Vardhaman Education & Welfare Society
13	Providing infrastructure for facilitating Education	Promoting education	Dhule, Maharashtra	18.50	18.50	18.50	The Shirpur Education Society
14	Access to Health Care	Promoting health care	Sikkim	2.02	2.02	2.02	Government of Sikikim
15	Health Care	Reducing child mortality and improving maternal health	India	2.30	2.30		Through Glenmark Foundation
ii	**Overheads administrative expenses**	Office	Mumbai	2.64	2.64	2.64	
			TOTAL	**57.68**	**57.68**	**93.15**	

6. **In case the Company has failed to spend the two percent of the average net profit of the last three financial years or any part thereof, the company shall provide the reasons for not spending the amount in its Board Report.**

The company has been voluntarily carrying out CSR from Financial Year 2011 onwards. The actual spend of the Company on the CSR for this Financial Year was less than 2% of the average net profit for the last three years. The Company endeavors to increase the expenses in the coming years as more of its CSR projects are implemented.

7. The implementation and monitoring of CSR Policy is in compliance with CSR objectives and Policy of the Company.

Glenn Saldanha
(Chairman & Managing Director)

Cherylann Pinto
(Chairperson CSR Committee)

ANNEXURE VIII

EXTRACT OF ANNUAL RETURN

as on the financial year ended 31.03.2015

[Pursuant to Section 92(3) of the Companies Act, 2013 and Rule 12(1) of the Companies (Management and Administration) Rules, 2014]

FORM NO. MGT - 9

I. REGISTRATION AND OTHER DETAILS:

i) **CIN:** L24299MH1997PLC019982

ii) **Registration Date:** 18 November 1977

iii) **Name of the Company:** Glenmark Pharmaceuticals Limited

iv) **Category / Sub-Category of the Company:** Company having Share Capital

v) **Address of the Registered Office and contact details:** B/2, Mahalaxmi Chambers, 22 Bhulabhai Desai Road, Mumbai – 400 026.

Tel. No.: 91 22 4018 9999, Fax No.: 91 22 4018 9986

vi) **Whether listed Company:** Yes

vii) **Name, Address and Contact details of Registrar and Transfer Agent, if any:**

Karvy Computershare Pvt. Ltd.

Karvy Selenium Tower B, Plot No. 31 & 32, Gachibowli, Financial District, Nanakramguda, Serilingampally, Hyderabad – 500 032

Tel. No.: +91-40-67161500, Fax No.: +91-40-23420814

II. PRINCIPAL BUSINESS ACTIVITIES OF THE COMPANY:

All the business activities contributing 10% or more of the total turnover of the Company shall be stated:

Sl. No.	Name and Description of main Products/Services	NIC Code of the Product/Service	% to total turnover of the Company
1	Pharmaceuticals	21002	100%

III. **PARTICULARS OF HOLDING, SUBSIDIARY AND ASSOCIATE COMPANIES:**

PARTICULARS OF HOLDING, SUBSIDIARY AND ASSOCIATE COMPANIES						
Sl. No.	Name of the Company	Address of the Company	CIN/GLN	Holding/ Subsidiary/ Associate	% of shares held	Applicable Section
1	Glenmark Holding S.A.	Chemin de la Combeta 5, CH - 2300 La Chaux-de-Fonds, Switzerland	NA	Subsidiary	100	2(87)
2	Glenmark Pharmaceuticals S.A., Switzerland	Chemin de la Combeta 5, CH - 2300 La Chaux-de-Fonds, Switzerland	NA	Subsidiary	100	2(87)
3	Glenmark Farmaceutica Ltda.	Rua Frei Liberato de Gries, 548 Jd. Arpodor, Sao Paulo-SP, Brazil-CEP: 05572-210	NA	Subsidiary	100	2(87)
4	Glenmark Pharmaceuticals SRO	City Towers, Hvezdova 1716/2b, 140 78 Praha 4, Czech Republic	NA	Subsidiary	100	2(87)
5	Glenmark Pharmaceuticals SK SRO	Tomasikova 64, 83101, Bratislava, Slovak Republic	NA	Subsidiary	100	2(87)
6	Glenmark Pharmaceuticals S.R.L	Baneasa Business Technology Park, Bucuresti-Ploiesti Road 42-44, Building B-2, 1st Floor, 1st District, Bucharest, Romania	NA	Subsidiary	100	2(87)
7	Glenmark Pharmaceuticals (Europe) R & D Ltd.	Laxmi House, 2B Draycott Avenue, Kenton, Middlesex HA3 0BU, U.K.	NA	Subsidiary	100	2(87)
8	Glenmark Therapeutics Inc., USA	750 Corporate Drive, Mahwah, NJ 07430	NA	Subsidiary	100	2(87)
9	Glenmark Pharmaceuticals SP Z.O.O.	ul. Osmariska 14, 02-823 Warszawa, Poland	NA	Subsidiary	100	2(87)
10	Glenmark Distributors SP Z.O.O.	ul. Osmariska 14, 02-823 Warszawa, Poland	NA	Subsidiary	100	2(87)
11	Glenmark South Africa (Pty) Ltd.	Unit 7/8 York House, Tybalt Place, 185 Howick Close, Waterfall Office Park, Bekker Road, Vorna Valley, MIDRAND, 1686 P O Box 5537, Halfway House 1685	NA	Subsidiary	100	2(87)
12	Glenmark Pharmaceuticals South Africa (Pty) Ltd.	Unit 7/8 York House, Tybalt Place, 185 Howick Close, Waterfall Office Park, Bekker Road, Vorna Valley, MIDRAND, 1686 P O Box 5537, Halfway House 1685	NA	Subsidiary	100	2(87)
13	Glenmark Impex L.L.C.	Bolshaya Tulskaya street, Build. 10/9, Off-9509/9510, Moscow 115191, Russia	NA	Subsidiary	100	2(87)
14	Glenmark Pharmaceuticals (Nigeria) Ltd.	Suite- A&C ,1st Floor , Block – B , Motorways Centre, Motorways Avenue, Alausa Ikeja , Lagos, Nigeria	NA	Subsidiary	100	2(87)
15	Glenmark Dominicana SRL	Av San Vicente de Paul, Esq Puerto Rico, Bldg Baro Plaza, Suite 13, Alma Rosa I, Santo Domingo Province, Town East, Dominican Republic	NA	Subsidiary	100	2(87)
16	Glenmark Pharmaceuticals (Australia) Pty Ltd.	Suite 202B, 350 George Street, Sydney NSW 2000 Australia	NA	Subsidiary	100	2(87)

PARTICULARS OF HOLDING, SUBSIDIARY AND ASSOCIATE COMPANIES						
Sl. No.	Name of the Company	Address of the Company	CIN/GLN	Holding/ Subsidiary/ Associate	% of shares held	Applicable Section
17	Glenmark Pharmaceuticals (Malaysia) SDN. BHD	Suite 12B-23, Level 12B, Wisma Zelan, No. 1, Jalan Tasik Permaisuri 2, Bandar Tun Razak, Cheras, 56000, Kuala Lumpur, Malaysia	NA	Subsidiary	100	2(87)
18	Glenmark Philippines Inc.	Unit 310, Lapanday Center, 2263 Chinho Roces Ave, Makati City, Philippines	NA	Subsidiary	100	2(87)
19	Glenmark Pharmaceuticals Egypt S.A.E.	22, Soliman Azmy street, from AbdelHamid Badawy street, in front of ALShams Squash building, Heliopolis	NA	Subsidiary	100	2(87)
20	Glenmark Pharmaceuticals F.Z.E.	PO Box 262812, JAFZA Views - 18, Office - 1309, Dubai, United Arab Emirates.	NA	Subsidiary	100	2(87)
21	Glenmark Uruguay SA	Avenida 18 de Julio, 117, 5th Flr, City of Montevideo, Rep. of Uruguay	NA	Subsidiary	100	2(87)
22	Glenmark Pharmaceuticals Mexico, SA DE CV	Av. Insurgentes Sur No. 1685, Piso 9 Despacho 903, Col Guadalupe Inn. Mexico D.F. 01020	NA	Subsidiary	100	2(87)
23	Glenmark Pharmaceuticals Peru S.A.C.	Av La Encalada 1388, Oficina 902, Monterrico-Surca	NA	Subsidiary	100	2(87)
24	Glenmark Pharmaceuticals Venezuela, CA	Office 31 located at Torre Kyra, Av. Francisco de Miranda, 4th Avenue of Campo Alegre, Caracas	NA	Subsidiary	100	2(87)
25	Glenmark Pharmaceuticals Colombia SAS (Formerly Glenmark Pharmaceuticals Colombia Ltda.)	Avenida 82, No. 10-62, P.S. Bogota, Curdinamarco	NA	Subsidiary	100	2(87)
26	Glenmark Pharmaceuticals Europe Ltd.	Laxmi House, 2B Draycott Avenue, Kenton, Middlesex HA3 0BU, U.K.	NA	Subsidiary	100	2(87)
27	Glenmark Generics Finance S.A.	Chemin de la Combeta 5, CH - 2300 La Chaux-de-Fonds, Switzerland	NA	Subsidiary	100	2(87)
28	Glenmark Pharmaceuticals Inc., USA (Formerly Glenmark Generics Inc., USA)	750 Corporate Drive, Mahwah, NJ 07430	NA	Subsidiary	100	2(87)
29	Glenmark Generics S.A. Argentina	Av. Córdoba 950 Floor 10th ZIP - C1054AAV	NA	Subsidiary	100	2(87)
30	Glenmark Pharmaceuticals B.V.	De Waterman 15B / 4891 TL Rijsbergen / The Netherlands	NA	Subsidiary	100	2(87)
31	Glenmark Arzneimittel GmbH	Sitz Grodenzell, Industriestrabe 31, 18194 Grobenzeoo	NA	Subsidiary	100	2(87)
32	Glenmark Pharmaceuticals Canada INC. (Formerly Glenmark Generics Canada INC.)	371, Queen Street, Suit 400,Fredericton, New Brunswick, E3B 1B1	NA	Subsidiary	100	2(87)
33	Glenmark Pharmaceuticals (Kenya) Limited	05th Floor, Nine West Builing, Westland, Nairobi	NA	Subsidiary	100	2(87)
34	Glenmark Therapeutics AG	Wellenruti 581, 9053 Teufena AR Switzerland	NA	Subsidiary	100	2(87)
35	Glenmark Pharmaceuticals (Thailand) Co. Ltd.	1350/84 Thaironk Tower Building, 8th Floor, Phatthanakarn Road, Suanluang, Bangkok, Thailand	NA	Associate	49	2(6)

IV. SHARE HOLDING PATTERN (Equity Share Capital Breakup as percentage of Total Equity)

(i) Category-wise Share Holding

CATEGORY OF SHAREHOLDER	No. of Shares held at the beginning of the year				No. of Shares held at the end of the year				% change during the year
	Demat	Physical	Total	% of Total Shares	Demat	Physical	Total	% of Total Shares	
(A) PROMOTER AND PROMOTER GROUP									
(1) INDIAN									
Individual /HUF	2713681	–	2713681	1.00	2804884	–	2804884	1.03	0.03
Central Government/State Government(s)	–	–	–	–	–	–	–	–	–
Bodies Corporate	–	–	–	–	–	–	–	–	–
Financial Institutions/Banks	–	–	–	–	–	–	–	–	–
Others	128241936	–	128241936	47.28	128241936	–	128241936	47.27	-0.01
Sub-Total A(1) :	**130955617**	**–**	**130955617**	**48.28**	**131046820**	**–**	**131046820**	**48.30**	**0.02**
(2) FOREIGN									
Individuals (NRIs/Foreign Individuals)	–	–	–	–	–	–	–	–	–
Bodies Corporate	–	–	–	–	–	–	–	–	–
Institutions	–	–	–	–	–	–	–	–	–
Qualified Foreign Investor	–	–	–	–	–	–	–	–	–
Others	–	–	–	–	–	–	–	–	–
Sub-Total A(2) :	**–**	**–**	**–**	**–**	**–**	**–**	**–**	**–**	**–**
Total A=A(1)+A(2)	**130955617**	**–**	**130955617**	**48.28**	**131046820**	**–**	**131046820**	**48.30**	**0.02**
B. PUBLIC SHAREHOLDING									
1. INSTITUTIONS									
Mutual Funds /UTI	5413838	–	5413838	2.00	6155484	–	6155484	2.27	0.27
Financial Institutions /Banks	15743357	–	15743357	5.80	10478004	–	10478004	3.86	-1.94
Central Government / State Government(s)	–	–	–	–	–	–	–	–	–
Venture Capital Funds	–	–	–	–	–	–	–	–	–
Insurance Companies	–	–	–	–	–	–	–	–	–
Foreign Institutional Investors/FPI	90133485	–	90133485	33.23	94168569	–	94168569	34.71	1.48
Foreign Venture Capital Investors	–	–	–	–	–	–	–	–	–
Qualified Foreign Investor	–	–	–	–	–	–	–	–	–
Others	–	–	–	–	–	–	–	–	–
Sub-Total B(1) :	**111290680**	**–**	**111290680**	**41.03**	**110802057**	**–**	**110802057**	**40.84**	**-0.19**
2. NON-INSTITUTIONS									
Bodies Corporate	3783704	3000	3786704	1.40	5009525	3000	5012525	1.85	0.45
Individuals				–					
(i) Individuals holding nominal share capital upto ₹ 1 lakh	14021044	979266	15000310	5.53	13336409	912362	14248771	5.25	-0.28
(ii) Individuals holding nominal share capital in excess of ₹ 1 lakh	6586520	1200000	7786520	2.87	6437685	1200000	7637685	2.82	-0.06
Others									
Foreign Bodies	1462	–	1462	0.00	1462	–	1462	0.00	-0.00
H U F	380023	–	380023	0.14	354312	–	354312	0.13	-0.01
Directors	239026	30000	269026	0.10	222026	30000	252026	0.09	-0.01
Non Resident Indians	1145532	83500	1229032	0.45	1146822	71400	1218222	0.45	-0.00
Clearing members	514275	–	514275	0.19	432573	–	432573	0.16	-0.03
Trusts	10004	–	10004	–	288100	–	288100	0.11	0.10
Qualified Foreign Investor	–	–	–	–	–	–	–	–	–
				–				–	
Sub-Total B(2) :	**26681590**	**2295766**	**28977356**	**10.68**	**27228914**	**2216762**	**29445676**	**10.85**	**0.17**
Total B=B(1)+B(2) :	**137972270**	**2295766**	**140268036**	**51.72**	**138030971**	**2216762**	**140247733**	**51.70**	**-0.02**
C. Shares held by custodians for GDRs and ADRs	–	–	–	–	–	–	–	–	–
GRAND TOTAL (A+B+C) :	**268927887**	**2295766**	**271223653**	**100.00**	**269077791**	**2216762**	**271294553**	**100.00**	**–**

(ii) Shareholding of Promoters

Sl. No.	Shareholders Name	Shareholding at the beginning of the year			Shareholding at the end of the year			
		No. of Shares	% of total shares of the Company	% of shares pledged/ encum-bered to total shares	No. of Shares	% of total shares of the Company	% of shares pledged/ encumbered to total shares	% change in Shareholding during the year
1.	Saldanha Family Trust	128241936	47.28	–	128241936	47.27	–	-0.01
2.	Cherylann Pinto	676800	0.25	–	676800	0.25	–	–
3.	B. E. Saldanha	836999	0.31	–	926137	0.34	–	0.03
4.	Glenn Saldanha	749947	0.28	–	749947	0.28	–	–
5.	Robin Pinto	443935	0.16	–	446000	0.16	–	–
6.	Neha Saldanha	6000	–	–	6000	–	–	–
	TOTAL	**130955617**	**48.28**	**–**	**131046820**	**48.30**	**–**	**0.02**

(iii) Change in Promoters' Shareholding (please specify, if there is no change)

Sl. No.	Particulars	Shareholding at the beginning of the year		Increase/(Decrease)	Cumulative shareholding during the year	
		No. of Shares	% of total shares of the Company		No. of Shares	% of total shares of the Company
1	Saldanha Family Trust					
	At the beginning of the year	128241936	47.28			
	At the end of the year				128241936	47.27
2	Glenn Saldanha					
	At the beginning of the year	749947	0.28			
	At the end of the year				749947	0.28
3	Cherylann Pinto					
	At the beginning of the year	676800	0.25			
	At the end of the year				676800	0.25
4	Neha Saldanha					
	At the beginning of the year	6000	0.00			
	At the end of the year				6000	0.00
5	B. E. Saldanha					
	At the beginning of the year	836999	0.31			
	Purchase of shares from the open market on 19th May 2014			9700		
	Purchase of shares from the open market on 27th August 2014			27758		
	Purchase of shares from the open market on 16th September 2014			32200		
	Purchase of shares from the open market on 21st September 2014			19480		
	At the end of the year				926137	0.34
6	Robin Pinto					
	At the beginning of the year	443935	0.16			
	Purchase of shares from the open market on 21st May 2014			2000		
	Purchase of shares from the open market on 16th September 2014			65		
	At the end of the year				446000	0.16
	TOTAL				**131046820**	**48.30**

(iv) **Shareholding Pattern of Top Ten Shareholders (Other than Directors, Promoters and Holders of GDRs and ADRs)**

		Shareholding					Cumulative Shareholding during the year (01-04-2014 to 31-03-2015)	
Sl. No.	Name	No. of Shares at the beginning (01-04-2014) / end of the year (31-03-2015)	% of total shares of the Company	Date	Increase/ Decrease in shareholding	Reason	No. of Shares	% of total shares of the Company
1	LIFE INSURANCE CORPORATION OF INDIA	11969430	4.41%	1-Apr-14			11969430	4.41%
				14-Aug-14	-89756	Sale	11879674	4.15%
				22-Aug-14	-623252	Sale	11256422	4.18%
				29-Aug-14	-692575	Sale	10563847	3.89%
				5-Sep-14	-914359	Sale	9649488	3.56%
				12-Sep-14	-335194	Sale	9314294	3.43%
				31-Dec-14	-165033	Sale	9149261	3.37%
				2-Jan-15	-326424	Sale	8822837	3.25%
				9-Jan-15	-150000	Sale	8672837	3.20%
				23-Jan-15	-237615	Sale	8435222	3.11%
				27-Feb-15	-50000	Sale	8385222	3.09%
				6-Mar-15	-458786	Sale	7926436	2.92%
				13-Mar-15	-541321	Sale	7385115	2.72%
				20-Mar-15	-616013	Sale	6769102	2.50%
				27-Mar-15	-105874	Sale	6663228	2.46%
		6663228	2.46%	31-Mar-15			6663228	2.46%
2	HSBC GLOBAL INVESTMENT FUNDS A/C HSBC GIF MAURITIUS LIMITED	7680435	2.83%	1-Apr-14			7680435	2.83%
				9-May-14	-60526	Sale	7619909	2.81%
				13-Jun-14	-63631	Sale	7556278	2.79%
				20-Jun-14	-521187	Sale	7035091	2.59%
				30-Jun-14	-143211	Sale	6891880	2.54%
				4-Jul-14	-19420	Sale	6872460	2.53%
				8-Aug-14	-800000	Sale	6072460	2.24%
				14-Aug-14	-62923	Sale	6009537	2.22%
				22-Aug-14	-163267	Sale	5846270	2.16%
				29-Aug-14	-164468	Sale	5681802	2.09%
				12-Sep-14	-120869	Sale	5560933	2.05%
				10-Oct-14	-335457	Sale	5225476	1.93%
				17-Oct-14	-183893	Sale	5041583	1.86%
				5-Dec-14	-92020	Sale	4949563	1.82%
				6-Feb-15	-100000	Sale	4849563	1.79%
				13-Feb-15	-297381	Sale	4552182	1.68%
				20-Feb-15	-23749	Sale	4528433	1.67%
				27-Feb-15	-204486	Sale	4323947	1.59%
		4323947	1.59%	31-Mar-15			4323947	1.59%
3	EMERGING MARKETS GROWTH FUND, INC.	5362846	1.98%				5362846	1.98%
				4-Apr-14	-646913	Sale	4715933	1.74%
				16-May-14	-133242	Sale	4582691	1.69%
				23-May-14	-162870	Sale	4419821	1.63%
				30-May-14	-374205	Sale	4045616	1.49%
				30-Sep-14	-90372	Sale	3955244	1.46%
				3-Oct-14	-46894	Sale	3908350	1.44%
				10-Oct-14	-103001	Sale	3805349	1.40%
				24-Oct-14	-141378	Sale	3663971	1.35%

		Shareholding					Cumulative Shareholding during the year (01-04-2014 to 31-03-2015)	
Sl. No.	Name	No. of Shares at the beginning (01-04-2014) / end of the year (31-03-2015)	% of total shares of the Company	Date	Increase/ Decrease in shareholding	Reason	No. of Shares	% of total shares of the Company
				31-Oct-14	-265351	Sale	3398620	1.25%
				7-Nov-14	-102147	Sale	3296473	1.22%
				27-Mar-15	-151671	Sale	3144802	1.16%
				31-Mar-15	-223081	Sale	2921721	1.08%
		2921721	1.08%	31-Mar-15			2921721	1.08%
4	KEMNAY INVESTMENT FUND LTD.	3612082	1.33%				3612082	1.33%
				1-Aug-14	-30000	Sale	3582082	1.32%
				22-Aug-14	-177549	Sale	3404533	1.26%
				29-Aug-14	-50000	Sale	3354533	1.24%
				5-Sep-14	-150000	Sale	3204533	1.18%
				12-Sep-14	-150000	Sale	3054533	1.13%
				19-Sep-14	-92120	Sale	2962413	1.09%
				30-Sep-14	-431007	Sale	2531406	0.93%
				3-Oct-14	-250000	Sale	2281406	0.84%
				10-Oct-14	-597000	Sale	1684406	0.62%
				17-Oct-14	-478500	Sale	1205906	0.44%
				24-Oct-14	-370500	Sale	835406	0.31%
				31-Oct-14	-580000	Sale	255406	0.09%
				7-Nov-14	-255406	Sale	0	0.00%
		0	0.00%	31-Mar-15			0	0.00%
5	GENERAL INSURANCE CORPORATION OF INDIA	2900000	1.07%				2900000	1.07%
				7-Nov-14	-40000	Sale	2860000	1.05%
				14-Nov-14	-10000	Sale	2850000	1.05%
				20-Mar-15	-45000	Sale	2805000	1.03%
				27-Mar-15	-37551	Sale	2767449	1.02%
		2767449	1.02%	31-Mar-15			2767449	1.02%
6	GOVERNMENT PENSION FUND GLOBAL	2186773	0.81%				2186773	0.81%
				4-Apr-14	121639	Purchase	2308412	0.85%
				30-May-14	542219	Purchase	2850631	1.05%
				6-Jun-14	82219	Purchase	2932850	1.08%
				13-Jun-14	127520	Purchase	3060370	1.13%
				1-Aug-14	-350000	Sale	2710370	1.00%
				8-Aug-14	-141189	Sale	2569181	0.95%
				19-Sep-14	-292890	Sale	2276291	0.84%
				26-Sep-14	-697169	Sale	1579122	0.58%
				3-Oct-14	-163398	Sale	1415724	0.52%
				31-Oct-14	-176003	Sale	1239721	0.46%
				23-Jan-15	34618	Purchase	1274339	0.47%
				30-Jan-15	49042	Purchase	1323381	0.49%
		1323381	0.49%	31-Mar-15			1323381	0.49%
7	MACQUARIE FUND SOLUTIONS A/C MACQUARIE FUND SOLUTIONS - MACQUARIE ASIA NEW STARS FUND	2053314	0.76%				2053314	0.76%
				4-Apr-14	145884	Purchase	2199198	0.81%

		Shareholding					Cumulative Shareholding during the year (01-04-2014 to 31-03-2015)	
Sl. No.	Name	No. of Shares at the beginning (01-04-2014) / end of the year (31-03-2015)	% of total shares of the Company	Date	Increase/ Decrease in shareholding	Reason	No. of Shares	% of total shares of the Company
				2-May-14	138241	Purchase	2337439	0.86%
				9-May-14	73209	Purchase	2410648	0.89%
				30-May-14	405000	Purchase	2815648	1.04%
				6-Jun-14	41178	Purchase	2856826	1.05%
				13-Jun-14	98526	Purchase	2955352	1.09%
				20-Jun-14	62476	Purchase	3017828	1.11%
				1-Aug-14	185235	Purchase	3203063	1.18%
				8-Aug-14	233982	Purchase	3437045	1.27%
				12-Sep-14	-75000	Sale	3362045	1.24%
				17-Oct-14	23322	Purchase	3385367	1.25%
				14-Nov-14	-385236	Sale	3000131	1.11%
				21-Nov-14	-277243	Sale	2722888	1.00%
				28-Nov-14	-102220	Sale	2620668	0.97%
				5-Dec-14	115922	Purchase	2736590	1.01%
				12-Dec-14	-163904	Sale	2572686	0.95%
				19-Dec-14	-338042	Sale	2234644	0.82%
				31-Dec-14	-68357	Sale	2166287	0.80%
				9-Jan-15	-285429	Sale	1880858	0.69%
				20-Mar-15	-50000	Sale	1830858	0.67%
		1830858	0.67%	31-Mar-15			1830858	0.67%
8	CAPITAL INTERNATIONAL EMERGING MARKETS FUND	2040886	0.75%				2040886	0.75%
				11-Jul-14	-41731	Sale	1999155	0.74%
				18-Jul-14	-153269	Sale	1845886	0.68%
				26-Sep-14	-40116	Sale	1805770	0.67%
				3-Oct-14	-21736	Sale	1784034	0.66%
				10-Oct-14	-202935	Sale	1581099	0.58%
				24-Oct-14	-31975	Sale	1549124	0.57%
				31-Oct-14	-51458	Sale	1497666	0.55%
				7-Nov-14	-17287	Sale	1480379	0.55%
				28-Nov-14	-140000	Sale	1340379	0.49%
				27-Mar-15	-209214	Sale	1131165	0.42%
				31-Mar-15	-31677	Sale	1099488	0.41%
		1099488	0.41%	31-Mar-15			1099488	0.41%
9	NEW WORLD FUND INC.	1996000	0.74%				1996000	0.74%
				30-Sep-14	-878373	Sale	1117627	0.41%
				3-Oct-14	-242627	Sale	875000	0.32%
				10-Oct-14	-87458	Sale	787542	0.29%
				16-Jan-15	-787542	Sale	0	0.00%
		0	0.00%	31-Mar-15			0	0.00%
10	OPPENHEIMER DEVELOPING MARKETS FUND	0	0.00%				0	0.00%
				30-May-14	141608	Purchase	141608	0.05%
				6-Jun-14	232210	Purchase	373818	0.14%
				13-Jun-14	1162980	Purchase	1536798	0.57%
				20-Jun-14	1356665	Purchase	2893463	1.07%
				30-Jun-14	1286424	Purchase	4179887	1.54%
				4-Jul-14	1043684	Purchase	5223571	1.93%
				11-Jul-14	364634	Purchase	5588205	2.06%

		Shareholding					Cumulative Shareholding during the year (01-04-2014 to 31-03-2015)	
Sl. No.	Name	No. of Shares at the beginning (01-04-2014) / end of the year (31-03-2015)	% of total shares of the Company	Date	Increase/ Decrease in shareholding	Reason	No. of Shares	% of total shares of the Company
				6-Feb-15	103513	Purchase	5691718	2.10%
				13-Feb-15	1143771	Purchase	6835489	2.52%
				20-Feb-15	1034552	Purchase	7870041	2.90%
				27-Feb-15	846838	Purchase	8716879	3.21%
				6-Mar-15	267012	Purchase	8983891	3.31%
		8983891	3.31%	31-Mar-15			8983891	3.31%
11	T. ROWE PRICE EMERGING MARKETS STOCK FUND	0	0.00%				0	0.00%
				12-Sep-14	704444	Purchase	704444	0.26%
				19-Sep-14	561224	Purchase	1265668	0.47%
				26-Sep-14	351213	Purchase	1616881	0.60%
				10-Oct-14	331076	Purchase	1947957	0.72%
				7-Nov-14	80086	Purchase	2028043	0.75%
				14-Nov-14	241512	Purchase	2269555	0.84%
				30-Jan-15	344451	Purchase	2614006	0.96%
				6-Feb-15	14582	Purchase	2628588	0.97%
				13-Feb-15	290418	Purchase	2919006	1.08%
				31-Mar-15	56449	Purchase	2975455	1.10%
		2975455	1.10%	31-Mar-15			2975455	1.10%
12	STICHTING PENSIOENFONDS ABP	438119	0.16%				438119	0.16%
				16-May-14	-18692	Sale	419427	0.15%
				25-Jul-14	296900	Purchase	716327	0.26%
				1-Aug-14	418263	Purchase	1134590	0.42%
				8-Aug-14	249264	Purchase	1383854	0.51%
				14-Aug-14	181470	Purchase	1565324	0.58%
				22-Aug-14	291382	Purchase	1856706	0.68%
				29-Aug-14	384934	Purchase	2241640	0.83%
				5-Sep-14	346593	Purchase	2588233	0.95%
				12-Sep-14	74643	Purchase	2662876	0.98%
				19-Dec-14	57349	Purchase	2720225	1.00%
				13-Feb-15	143586	Purchase	2863811	1.06%
		2863811	1.06%	31-Mar-15			2863811	1.06%
13	MACQUARIE BANK LIMITED	1083969	0.40%				1083969	0.40%
				18-Apr-14	59368	Purchase	1143337	0.42%
				25-Apr-14	310132	Purchase	1453469	0.54%
				2-May-14	16600	Purchase	1470069	0.54%
				9-May-14	-2900	Sale	1467169	0.54%
				23-May-14	2200	Purchase	1469369	0.54%
				30-May-14	1700	Purchase	1471069	0.54%
				6-Jun-14	-500	Sale	1470569	0.54%
				13-Jun-14	-7473	Sale	1463096	0.54%
				20-Jun-14	-500	Sale	1462596	0.54%
				27-Jun-14	-7321	Sale	1455275	0.54%
				18-Jul-14	6640	Purchase	1461915	0.54%
				1-Aug-14	1545	Purchase	1463460	0.54%
				14-Aug-14	-10460	Sale	1453000	0.54%
				22-Aug-14	91100	Purchase	1544100	0.57%
				29-Aug-14	25075	Purchase	1569175	0.58%

		Shareholding					Cumulative Shareholding during the year (01-04-2014 to 31-03-2015)	
Sl. No.	Name	No. of Shares at the beginning (01-04-2014) / end of the year (31-03-2015)	% of total shares of the Company	Date	Increase/ Decrease in shareholding	Reason	No. of Shares	% of total shares of the Company
				5-Sep-14	42055	Purchase	1611230	0.59%
				12-Sep-14	-58757	Sale	1552473	0.57%
				19-Sep-14	8826	Purchase	1561299	0.58%
				26-Sep-14	14700	Purchase	1575999	0.58%
				3-Oct-14	5000	Purchase	1580999	0.58%
				10-Oct-14	22200	Purchase	1603199	0.59%
				24-Oct-14	21500	Purchase	1624699	0.60%
				31-Oct-14	34300	Purchase	1658999	0.61%
				7-Nov-14	3200	Purchase	1662199	0.61%
				14-Nov-14	17490	Purchase	1679689	0.62%
				21-Nov-14	12886	Purchase	1692575	0.62%
				28-Nov-14	12800	Purchase	1705375	0.63%
				5-Dec-14	9827	Purchase	1715202	0.63%
				12-Dec-14	279316	Purchase	1994518	0.74%
				19-Dec-14	-10935	Sale	1983583	0.73%
				31-Dec-14	11085	Purchase	1994668	0.74%
				2-Jan-15	219500	Purchase	2214168	0.82%
				9-Jan-15	34947	Purchase	2249115	0.83%
				16-Jan-15	1460	Purchase	2250575	0.83%
				23-Jan-15	12500	Purchase	2263075	0.83%
				30-Jan-15	7500	Purchase	2270575	0.84%
				6-Feb-15	-6500	Sale	2264075	0.83%
		2264075	0.83%				2264075	0.83%
14	CREDIT SUISSE (SINGAPORE) LIMITED	512997	0.19%				512997	0.19%
				4-Apr-14	14276	Purchase	527273	0.19%
				11-Apr-14	14550	Purchase	541823	0.20%
				18-Apr-14	13000	Purchase	554823	0.20%
				25-Apr-14	23520	Purchase	578343	0.21%
				2-May-14	2033	Purchase	580376	0.21%
				9-May-14	-13758	Sale	566618	0.21%
				16-May-14	-65204	Sale	501414	0.18%
				23-May-14	-6158	Sale	495256	0.18%
				6-Jun-14	5500	Purchase	500756	0.18%
				30-Jun-14	-5256	Sale	495500	0.18%
				1-Aug-14	-5500	Sale	490000	0.18%
				5-Sep-14	200000	Purchase	690000	0.25%
				26-Sep-14	42268	Purchase	732268	0.27%
				3-Oct-14	700000	Purchase	1432268	0.53%
				10-Oct-14	37018	Purchase	1469286	0.54%
				17-Oct-14	6227	Purchase	1475513	0.54%
				24-Oct-14	14708	Purchase	1490221	0.55%
				31-Oct-14	-6338	Sale	1483883	0.55%
				7-Nov-14	-70113	Sale	1413770	0.52%
				14-Nov-14	-19770	Sale	1394000	0.51%
				28-Nov-14	-4000	Sale	1390000	0.51%
				19-Dec-14	740000	Purchase	2130000	0.79%
				16-Jan-15	90000	Purchase	2220000	0.82%
				23-Jan-15	1872	Purchase	2221872	0.82%
				13-Feb-15	-75000	Sale	2146872	0.79%
				6-Mar-15	241	Purchase	2147113	0.79%

		Shareholding					Cumulative Shareholding during the year (01-04-2014 to 31-03-2015)	
Sl. No.	Name	No. of Shares at the beginning (01-04-2014) / end of the year (31-03-2015)	% of total shares of the Company	Date	Increase/ Decrease in shareholding	Reason	No. of Shares	% of total shares of the Company
				20-Mar-15	2435	Purchase	2149548	0.79%
				27-Mar-15	2554	Purchase	2152102	0.79%
				31-Mar-15	3141	Purchase	2155243	0.79%
		2155243	0.79%	31-Mar-15			2155243	0.79%
15	MERRILL LYNCH CAPITAL MARKETS ESPANA S.A. S.V.	3361118	1.24%				3361118	1.24%
				4-Apr-14	-156902	Sale	3204216	1.18%
				11-Apr-14	110721	Purchase	3314937	1.22%
				18-Apr-14	-12745	Sale	3302192	1.22%
				25-Apr-14	-27760	Sale	3274432	1.21%
				9-May-14	120075	Purchase	3394507	1.25%
				6-Jun-14	-18119	Sale	3376388	1.24%
				13-Jun-14	-19461	Sale	3356927	1.24%
				20-Jun-14	6750	Purchase	3363677	1.24%
				30-Jun-14	-64293	Sale	3299384	1.22%
				11-Jul-14	-16985	Sale	3282399	1.21%
				18-Jul-14	365	Purchase	3282764	1.21%
				1-Aug-14	-3395	Sale	3279369	1.21%
				8-Aug-14	-4759	Sale	3274610	1.21%
				14-Aug-14	14685	Purchase	3289295	1.21%
				29-Aug-14	-875	Sale	3288420	1.21%
				12-Sep-14	-6805	Sale	3281615	1.21%
				19-Sep-14	-19676	Sale	3261939	1.20%
				30-Sep-14	60913	Purchase	3322852	1.22%
				3-Oct-14	-30599	Sale	3292253	1.21%
				10-Oct-14	870	Purchase	3293123	1.21%
				17-Oct-14	-47175	Sale	3245948	1.20%
				24-Oct-14	-411	Sale	3245537	1.20%
				31-Oct-14	-13945	Sale	3231592	1.19%
				7-Nov-14	24037	Purchase	3255629	1.20%
				14-Nov-14	19950	Purchase	3275579	1.21%
				21-Nov-14	-40894	Sale	3234685	1.19%
				28-Nov-14	-174621	Sale	3060064	1.13%
				5-Dec-14	-252183	Sale	2807881	1.04%
				12-Dec-14	-208549	Sale	2599332	0.96%
				19-Dec-14	-2129	Sale	2597203	0.96%
				31-Dec-14	2366	Purchase	2599569	0.96%
				9-Jan-15	-131000	Sale	2468569	0.91%
				16-Jan-15	-2750	Sale	2465819	0.91%
				23-Jan-15	7771	Purchase	2473590	0.91%
				30-Jan-15	2602	Purchase	2476192	0.91%
				6-Feb-15	1733	Purchase	2477925	0.91%
				13-Feb-15	-565660	Sale	1912265	0.70%
				20-Feb-15	7500	Purchase	1919765	0.71%
				27-Feb-15	82088	Purchase	2001853	0.74%
				13-Mar-15	62786	Purchase	2064639	0.76%
				20-Mar-15	-1420	Sale	2063219	0.76%
				27-Mar-15	7250	Purchase	2070469	0.76%
				31-Mar-15	465679	Purchase	2536148	0.93%
		2536148	0.93%	31-Mar-15			2536148	0.93%

(v) Shareholding of Directors and Key Managerial Personnel:

Sl. No.	Name of the Director/KMP	Shareholding at the beginning of the year		Date	Increase/ (Decrease)	Reason	Cumulative shareholding during the year	
		No. of Shares	% of total shares of the Company				No. of Shares	% of total shares of the Company
A	**DIRECTORS**							
1	Glenn Saldanha Chairman & Managing Director	749947	0.28		–		749947	0.28
2	Cherylann Pinto Director-Corporate Affairs	676800	0.25		–		676800	0.25
3	Rajesh Desai Executive Director	192667	0.07	01.04.14			192667	0.07
				31.07.14	-15000	Sale	177667	0.07
				28.08.14	-2000	Sale	175667	0.06
				31.03.15			175667	0.06
4	B. E. Saldanha Non-Executive Director	836999	0.31	01.04.14				
				19.05.14	9700	Purchase from Open Market	846699	0.31
				27.08.14	27758	Purchase from Open Market	874457	0.32
				16.09.14	32200	Purchase from Open Market	906657	0.33
				21.09.14	19480	Purchase from Open Market	926137	0.34
				31.03.15			926137	0.34
5	J. F. Ribeiro Non-Executive Independent Director	45800	0.02		–		45800	0.02
6	N. B. Desai Non-Executive Independent Director	30000	0.01		–		30000	0.01
7	Sridhar Gorthi Non-Executive Independent Director	559	–		–		559	–
8	D R Mehta Non-Executive Independent Director	–	–		–		–	–
9	Hocine Sidi Said* Non-Executive Independent Director	–	–		–		–	–
10	Brian W. Tempest Non-Executive Independent Director	–	–		–		–	–
11	Bernard Munos Non-Executive Independent Director	–	–		–		–	–
B	**KEY MANAGERIAL PERSONNEL**							
1	Sanjay Kumar Chowdhary Company Secretary & Compliance Officer	2800	–	01.04.14			2800	–
				01.04.14	-200	Sale	2600	–
				04.04.14	-350	Sale	2250	–
				05.01.15	-50	Sale	2200	–
				16.02.15	-50	Sale	2150	–
				31.03.15			2150	–

* Ceased to be a Director w.e.f. 25 November 2014

V. INDEBTEDNESS

Indebtedness of the Company including interest outstanding/accrued but not due for payment

(₹ in Million)

	Secured Loans	Unsecured Loans	Deposits	Total Indebtedness
Indebtedness at the beginning of the Financial Year				
1 Principal Amount	14.69	3,518.47	-	3,533.16
2 Interest Due but not Paid	-	-	-	-
3 Interest Accrued but not due	-	1.15	-	1.15
Total (1 + 2 + 3)	**14.69**	**3,519.62**	-	**3,534.31**
Change in Indebtedness during the financial year				
Addition	352.18	-	-	352.18
Reduction	-	(409.35)	-	(409.35)
Net Change	352.18	(409.35)	-	(57.17)
Indebtedness at the end of the Financial Year				
1 Principal Amount	366.87	3,109.12	-	3,475.99
2 Interest Due but not Paid	-	-	-	-
3 Interest Accrued but not due	-	3.04	-	3.04
Total (1 + 2 + 3)	**366.87**	**3,112.16**	-	**3,479.03**

Unsecured Loans at the end of the Financial Year does not include Current Portion of Long-Term Debt amounting to ₹ 624.95 million

VI. REMUNERATION OF DIRECTORS AND KEY MANAGERIAL PERSONNEL

A. Remuneration to Managing Director, Whole-time Directors and/or Manager:

(₹ in Million)

Sl. No.	Particulars of Remuneration	Name of MD/ WTD/ Manager			Total Amount
		Mr. Glenn Saldanha	Mrs. Cherylann Pinto	Mr. Rajesh Desai	
1	Gross Salary				
	(a) Salary as per provisions contained in Section 17(1) of the Income-tax Act, 1961	63.02	20.36	18.32	101.70
	(b) Value of perquisites u/s 17(2) Income-tax Act, 1961	15.45	3.15	1.64	20.24
	(c) Profits in lieu of salary under Section 17(3) Income-tax Act, 1961	Nil	Nil	Nil	Nil
2	Stock Option	Nil	Nil	Nil	Nil
3	Sweat Equity	Nil	Nil	Nil	Nil
4	Commission - as % of profit - others, specify	5.18	2.13	1.77	9.08
5	Others, please specify	Nil	Nil	Nil	Nil
	Total	**83.65**	**25.64**	**21.73**	**131.02**
	Ceiling as per the Act				1,278.05

B. Remuneration to other Directors:

(₹ in Million)

Sl. No.	Particulars of Remuneration	Name of Directors								Total Amount
		Mrs. B. E. Saldanha	Mr. N. B. Desai	Mr. J. F. Ribeiro	Mr. Sridhar Gorthi	Mr. D. R. Mehta	Dr. Brian W. Tempest	Mr. Bernard Munos	Mr. Hocine Sidi Said*	
	1. Independent Directors									
	• Fee for attending Board / Committee meetings	–	0.16	0.16	0.12	0.08	0.06	0.08	0.08	0.74
	• Commission	–	–	–	–	–	–	–	–	–
	• Others, please specify	–	–	–	–	–	–	–	–	–
	Total (1)	**–**	**0.16**	**0.16**	**0.12**	**0.08**	**0.06**	**0.08**	**0.08**	**0.74**
	2. Other Non-Executive Directors									
	• Fee for attending Board / Committee meetings	0.06	–	–	–	–	–	–	–	0.06
	• Commission	–	–	–	–	–	–	–	–	–
	• Others, please specify	–	–	–	–	–	–	–	–	–
	Total (2)	**0.06**	**–**	**–**	**–**	**–**	**–**	**–**	**–**	**0.06**
	Total = (1 + 2)	**0.06**	**0.16**	**0.16**	**0.12**	**0.08**	**0.06**	**0.08**	**0.08**	**0.80**
	Ceiling as per the Act									127.81

*Ceased to be a director w.e.f. 25 November 2014

C. Remuneration to Key Managerial Personnel other than MD/Manager/WTD:

(₹ in Million)

Sl. No.	Particulars of Remuneration	Key Managerial Personnel	Total
		Mr. Sanjay Kumar Chowdhary	
1	Gross Salary		
	(a) Salary as per provisions contained in section 17(1) of the Income-tax Act, 1961	1.92	1.92
	(b) Value of perquisites u/s 17(2) Income-tax Act, 1961	0.30	0.30
	(c) Profits in lieu of salary under section 17(3) Income-tax Act, 1961	–	–
2	Stock Option	–	–
3	Sweat Equity	–	–
4	Commission- as % of profit- others, specify...	–	–
5	Others, please specify	–	–
	Total	**2.22**	**2.22**

VII. Penalties/Punishment/Compounding of Offences:

Type	Section of the Companies Act	Brief Description	Details of Penalty/ Punishment/ Compounding fees imposed	Authority [RD / NCLT / COURT]	Appeal made, if any (give Details)
A. COMPANY					
Penalty	Nil	Nil	Nil	Nil	Nil
Punishment	Nil	Nil	Nil	Nil	Nil
Compounding	Nil	Nil	Nil	Nil	Nil
B. DIRECTORS					
Penalty	Nil	Nil	Nil	Nil	Nil
Punishment	Nil	Nil	Nil	Nil	Nil
Compounding	Nil	Nil	Nil	Nil	Nil
C. OTHER OFFICERS IN DEFAULT					
Penalty	Nil	Nil	Nil	Nil	Nil
Punishment	Nil	Nil	Nil	Nil	Nil
Compounding	Nil	Nil	Nil	Nil	Nil

Pursuant to Clause 49 of the Listing Agreement, a Report on Corporate Governance is given below.

1. The Company's philosophy on Code of Governance:

The Company's philosophy on Code of Governance is aimed at assisting the top management of the Company in the efficient conduct of its business and in meeting its obligations to shareholders. The Company has adopted a codified Corporate Governance Charter, inter-alia, to fulfill its corporate responsibilities and achieve its financial objectives.

The Company believes in and has consistently practiced good Corporate Governance. The Company creates an environment for the efficient conduct of the business and to enable management to meet its obligations to all its stakeholders, including amongst others, shareholders, customers, employees and the community in which the Company operates.

2. Board of Directors:

- **Composition:**

The Board comprises of ten Directors, of whom, three are Executive and seven are Non-Executive. The Chairman of the Board is an Executive Director.

The Non-Executive Directors are professionals with experience in management, pharmaceutical industry, legal, finance, marketing and general administration who bring in a wide range of skills and experience to the Board.

a) Details of the Board of Directors:

Name of the Director	Status	Relationship with other Directors	No. of Board Meetings attended	No. of other Directorships held#	Committee Membership(s)##	
					Chairman	Member
Mr. Glenn Saldanha Chairman & Managing Director	Executive Promoter Group	Son of Mrs. B. E. Saldanha and Brother of Mrs. Cherylann Pinto	4	2	3	3
Mrs. Cherylann Pinto	Executive Promoter Group	Daughter of Mrs. B. E. Saldanha and Sister of Mr. Glenn Saldanha	4	1	2	2
Mr. Rajesh Desai	Executive	None	4	1	-	4
Mrs. B. E. Saldanha	Non-Executive Promoter Group	Mother of Mr. Glenn Saldanha and Mrs. Cherylann Pinto	3	1	-	-
Mr. D. R. Mehta	Non-Executive Independent	None	4	5	-	-
Mr. Bernard Munos	Non-Executive Independent	None	4	-	-	-
Mr. J. F. Ribeiro	Non-Executive Independent	None	4	2	5	1
Dr. Brian W. Tempest	Non-Executive Independent	None	3	3	-	2
Mr. Sridhar Gorthi	Non-Executive Independent	None	3	2	-	5
Mr. N.B. Desai	Non-Executive Independent	None	4	1	1	4
Mr. Hocine Sidi Said*	Non-Executive Independent	None	2	-	-	-

\# Includes Directorship(s) in Indian Companies. The Directorships held by Directors as mentioned above, do not include Alternate Directorships and Directorships of Foreign Companies, Section 8 Companies and Private Limited Companies.

\## Membership/Chairmanship of the Audit Committee, Stakeholder's Relationship Committee, Nomination and Remuneration Committee, Corporate Social Responsibility Committee, Risk Management Committee, Share Transfer Committee and Operations Committee of all Public Limited Companies have been considered.

* Ceased to be a Director w.e.f 25 November 2014. 3 meetings were held during his tenure.

b) Details of Board Meetings and Attendance:

During the Financial Year ended 31 March 2015; four board meetings were held on the following dates:

Sr. No.	Date of Meeting	Board Strength	No. of Directors present
1	8 May 2014	11	11
2	24 July 2014	11	9
3	30 October 2014	11	11
4	12 February 2015	10	8

Video conferencing facilities are provided as and when requested by the Directors.

A. None of the Non-Executive Directors of the Company, have any pecuniary relationship or transactions with the Company other than sitting fees paid for attending Board Meetings/Committee Meetings.

B. Mr. Glenn Saldanha, Mrs. B. E. Saldanha, Mrs. Cherylann Pinto, Mr. Rajesh Desai, Mr. J. F. Ribeiro, Mr. N. B. Desai and Dr. Brian W. Tempest attended the last Annual General Meeting of the Company held on 25 July 2014.

C. Information flow to the Board Members

We present our Operating plans of our businesses to the Board for their review, inputs and approval. Likewise, our Quarterly Financial Statements and Annual Financial Statements are first presented to the Audit Committee and subsequently to the Board of Directors for their approval. In most cases information to Directors is submitted along with the Agenda papers well in advance of the Board Meeting. In some instances documents are tabled during the course of the Meetings of the Board or the appropriate Committees of the Board.

The Company has adopted the Glenmark Code of Conduct for Executive Directors, Senior Management Personnel and other Executives of the Company. The Company has received confirmations from the Executive Directors as well as Senior Management Personnel regarding compliance of the Code during the year under review. It has also adopted the Glenmark Code of Conduct for Non-Executive Directors of the Company. The Company has received confirmations from the Non-Executive Directors regarding compliance of the Code for the year under review.

D. Post meeting follow-up system

After the Board Meetings, we have a formal system of follow-up, review and reporting on actions taken by the management on the decisions of the Board and sub-committees of the Board.

Familiarisation programmes for Board Members:

The Board members are provided with necessary documents/brochures, reports and internal policies to enable them to familiarise with the Company's procedures and practices.

Periodic presentations are made at the Board and Board Committee Meetings, on business and performance updates of the Company, global business environment, business strategy and risks involved.

Quarterly updates on relevant statutory changes are presented to the Board.

Meetings of Independent Directors:

The Company's Independent Directors meet at least once in every financial year without the presence of Executive Directors or management personnel. Such meetings are conducted informally to enable Independent Directors to discuss matters pertaining to the Company's affairs and put forth their views.

One meeting of the Independent Directors was held during the year.

3. Board Committees:

As per the requirements under the Listing Agreement, the Board has formed the following committees: Audit Committee, Nomination and Remuneration Committee and Stakeholder's Relationship Committee.

1. Audit Committee:

- The Company has a qualified and independent Audit Committee which has been formed in pursuance of Clause 49 of the Listing Agreement and Section 177 of the Companies Act, 2013. The primary objective of the committee is to monitor and provide effective supervision of the management's financial reporting process to ensure accurate and timely disclosures, with the highest levels of transparency, integrity and quality of financial reporting. The committee oversees the work carried out in the financial reporting process by the management, the internal auditors and the independent auditors and notes the processes and the safeguards employed by each. The committee has the ultimate authority and responsibility to select, evaluate and where appropriate, replace the independent auditor in accordance with the law. All possible measures have been taken by the committee to ensure the objectivity and independence of the independent auditor.
- Terms of Reference:

a) Approving and implementing the audit procedures and techniques.

b) Reviewing audit reports of both statutory and internal auditors with auditors and management.

c) Reviewing financial reporting systems, internal control systems and control procedures.

d) Ensuring compliance with regulatory guidelines.

e) Reviewing the quarterly, half-yearly and annual financial results of the Company before submission to the Board.

f) The recommendation for appointment, remuneration and terms of appointment of auditors of the Company.

g) Review and monitor the auditor's independence and performance and effectiveness of audit process.

h) Examination of the financial statements and the auditor's report thereon.

i) Approval or any subsequent modification of transactions of the Company with related parties.

j) Scrutiny of inter-corporate loans and investments.

k) Valuation of undertakings or assets of the Company, wherever it is necessary.

l) Evaluation of internal financial controls and risk management systems.

m) Monitoring the end use of funds raised through public offers and related matters.

n) Establishment and monitoring of the vigil mechanism / whistle blower policy.

Any other duties/ terms of reference for the Audit Committee which are incidental/ necessary for the fulfillment of the above mentioned terms of reference would be deemed to be under the purview of the Audit Committee.

- Details of the composition and attendance of Members of the Audit Committee during the fiscal year 2015 are as follows:

  Four Audit Committee Meetings were held during the year – 7 May 2014, 23 July 2014, 29 October 2014 and 11 February 2015.

Name	No. of meetings		Remarks	Category of Directorship
	Held	Attended		
Mr. N. B. Desai	4	4	Chairman	Independent Director
Mr. J. F. Ribeiro	4	4	Member	Independent Director
Mr. Sridhar Gorthi	4	3	Member	Independent Director
Mr. Hocine Sidi Said*	3	2	Member	Independent Director

*Ceased to be a director w.e.f 25 November 2014. 3 meetings were held during his tenure.

- Mr. Glenn Saldanha, Chairman & Managing Director; Mr. Rajesh Desai, Executive Director and the Cost Auditor are permanent invitees to all Audit Committee Meetings. The Statutory Auditors of the Company are present in the Audit Committee meetings during the year. The Company Secretary officiates as the secretary of the Committee. The terms of reference of this Committee are wide enough covering matters specified in the Companies Act, 2013 read together with Clause 49 of the Listing Agreement of the Stock Exchanges. The current Charter of the Audit Committee is in line with international best practices and the regulatory changes promulgated by SEBI and the Listing Agreements with the stock exchanges on which your Company is listed.

2. Stakeholder's Relationship Committee:

- The committee has the mandate to review and redress shareholder grievances including complaints related to transfer of shares, non-receipt of balance sheet, non-receipt of declared dividends, etc. The committee reviews shareholders' complaints and resolution thereof and expresses satisfaction with the Company's performance in dealing with investor grievances and its share transfer system.

- Details of the composition and attendance of the Members of the Stakeholder's Relationship Committee during the fiscal year 2015 are as follows:

  Four Stakeholder's Relationship Committee Meetings were held during the year – 7 May 2014, 23 July 2014, 29 October 2014 and 11 February 2015.

Name	No. of meetings		Remarks	Category of Directorship
	Held	Attended		
Mr. J. F. Ribeiro	4	4	Chairman	Independent Director
Mr. Glenn Saldanha	4	4	Member	Executive Director
Mr. N. B. Desai	4	4	Member	Independent Director
Mrs. Cherylann Pinto	4	4	Member	Executive Director

- The details of complaints received and resolved during the fiscal year ended 31 March 2015 are as follows:

No. of complaints	2014-2015	2013-2014
Received	56	58
Resolved	56	58
Pending	NIL	NIL

- Name and Designation of Compliance Officer:

  Mr. Sanjay Kumar Chowdhary, Company Secretary & Compliance Officer.

- The Company's Registrars, Karvy Computershare Pvt. Ltd. had received letters/complaints during the Financial Year, all of which were replied/resolved to the satisfaction of the shareholders.

3. Nomination and Remuneration Committee:

- The purpose of the committee of the Board of Directors ('the Board') shall be to discharge the Board's responsibilities related to nomination and remuneration of the Company's Executive/Non-Executive Directors. The committee has the overall responsibility of approving and evaluating the nomination and remuneration plans, policies and programs for Executive/ Non-Executive Directors.

  The broad terms of reference of the Nomination and Remuneration Committee are as under:

  a) The Committee shall identify persons who are qualified to become Directors and who may be appointed in senior management in accordance with the criteria laid down, recommend to the board their appointment and removal and shall carry out evaluation of every director's performance.

  b) The Committee shall formulate the criteria for determining qualifications, positive attributes and independence of a Director and recommend to the Board a policy relating to the remuneration for the Directors, Key Managerial Personnel and other employees.

  c) Devise a policy on Board diversity.

  d) Formulate criteria for evaluation of Independent Directors and the Board.

  e) To approve issue/exercise/cancellation of stock options to the employees.

- Details of the composition and attendance of the Members of Nomination and Remuneration Committee during the fiscal year 2015 are as follows:

  Two Nomination and Remuneration Committee meetings were held during the year - 14 July 2014 and 31 March 2015.

Name	No. of Meetings		Remarks	Category of Directorship
	Held	Attended		
Mr. J. F. Ribeiro	2	2	Chairman	Independent Director
Mr. Glenn Saldanha	2	2	Member	Executive Director
Mr. N. B. Desai	2	Nil	Member	Independent Director
Mr. Sridhar Gorthi	2	2	Member	Independent Director

- Compensation Policy:

  The Company follows a market linked remuneration policy, which is aimed at enabling the Company to attract and retain the best talent. Compensation is also linked to individual and team performance as they support the achievement of Corporate Goals. The Company has formulated an Employee Stock Option Scheme for rewarding & retaining performers.

4. Remuneration of Directors:

Remuneration Policy:

The Company's Remuneration Policy for Directors, Key Managerial Personnel and other employees forms an integral part of Board's Report. Further, the Company has devised a Policy for performance evaluation of Independent Directors, Board and other individual Directors.

The Company's remuneration policy is directed towards rewarding performance based on review of achievements periodically. The remuneration policy is in consonance with the existing industry practice.

- The Nomination and Remuneration Committee determines and recommends to the Board the compensation payable to the Directors. All Board level compensation is approved by the shareholders and separately disclosed in the financial statements. Remuneration of the Executive Directors consists of a fixed component and a performance incentive. The annual compensation of the executive directors is approved by the Nomination and Remuneration Committee, within the parameters set by the shareholders at the shareholders' meetings.

- The remuneration of the Executive and Non-Executive Directors of your Company is decided by the Board of Directors on the terms and conditions as per the recommendation by the Nomination and Remuneration Committee.

- Given below are the details of remuneration/ fees/commission paid to Directors during the Financial Year ended 31 March 2015

(₹ in Million)

Sr. No.	Name of Director	Salaries	Retirement Benefits/Other Reimbursements	Commission	Sitting Fees	Total
		Amount	Amount	Amount	Amount	Amount
1	Mr. Glenn Saldanha	63.02	15.45	5.18	--	83.65
2	Mrs. Cherylann Pinto	20.36	3.15	2.13	--	25.64
3	Mr. Rajesh Desai	18.32	1.64	1.77	--	21.73
4	Mrs. B. E. Saldanha	--	--	--	0.06	0.06
5	Mr. D. R. Mehta	--	--	--	0.08	0.08
6	Mr. Bernard Munos	--	--	--	0.08	0.08
7	Mr. J. F. Ribeiro	--	--	--	0.16	0.16
8	Dr. Brian W. Tempest	--	--	--	0.06	0.06
9	Mr. Sridhar Gorthi	--	--	--	0.12	0.12
10	Mr. N. B. Desai	--	--	--	0.16	0.16
11	Mr. Hocine Sidi Said*	--	--	--	0.08	0.08
	TOTAL	**101.70**	**20.24**	**9.08**	**0.80**	**131.82**

Note:

Sitting fees of ₹ 0.12 million of Mr. Sridhar Gorthi was paid to Trilegal on his behalf.

- Shareholding of the Non-Executive/Independent Directors in the Company as on 31 March 2015:

Name of the Director	Equity Shares (Nos.)
Mrs. B. E. Saldanha	926,137
Mr. D. R. Mehta	NIL
Mr. Bernard Munos	NIL
Mr. J. F. Ribeiro	45,800
Dr. Brian W. Tempest	NIL
Mr. Sridhar Gorthi	559
Mr. N. B. Desai	30,000
Mr. Hocine Sidi Said*	NIL

*Ceased to be a Director w.e.f 25 November 2014.

5. Disclosures by Management:

a. No material, financial and commercial transactions were reported by the management to the Board, in which the management had personal interest having a potential conflict with the interest of the Company at large.

b. There are no transactions with the Directors or Management, their associates or their relatives etc. that may have potential conflict with the interest of the Company at large.

c. There was no non-compliance during the last three years by the Company on any matter related to capital market. Consequently, there were neither penalties imposed nor strictures passed on the Company by Stock Exchanges, SEBI or any Statutory Authority.

d. The Company promotes ethical behaviour in all its business activities and has put in place a mechanism for reporting illegal or unethical behaviour. The Company has a Vigil Mechanism/Whistle Blower Policy under which the employees are free to report violations of applicable laws and regulations and the Code of Conduct. The reportable matters may be disclosed to the Audit Committee. Employees may also report to the Chairman of the Audit Committee. During the year under review, no employee was denied access to the Audit Committee.

Disclosures on materially significant related party transactions, i.e. the Company's transactions that are of material nature, with its Promoters, Directors and the Management, their relatives or subsidiaries, among others that may have potential conflict with the Company's interests at large

All material related party transactions with related parties as defined under the Companies Act, 2013 and Clause 49 of the Listing Agreement during the Financial Year were in ordinary course of business.

None of the transactions with any of related parties were in conflict with the Company's interest. Attention of members is drawn to the disclosure of transactions with related parties set out in Note No. 31 of the Standalone Financial Statements, forming part of the Annual Report.

The Company's major related party transactions are generally with its subsidiaries and associates. The related party transactions are entered into based on considerations of various business exigencies, such as synergy in operations, sectoral specialization and the Company's long-term strategy for sectoral investments, optimization of market share, profitability, legal requirements, liquidity and capital resources of subsidiaries and associates.

All related party transactions are negotiated on an arms length basis and are intended to further the Company's interests.

Adoption of Mandatory and Non-Mandatory Requirements of Clause 49 of the Listing Agreement

The Company has complied with all mandatory requirements of Clause 49 of the Listing Agreement. The Company has adopted following non-mandatory requirements of Clause 49 of the Listing Agreement:

Audit Qualification

The Company is in the regime of unqualified financial statements.

Reporting of Internal Auditors

The Internal Auditor directly reports to the Audit Committee.

6. General Body Meetings:

- The last three Annual General Meetings of the Company were held at the venue and time as under:

Financial Year Ended	Date	Venue	Special Resolution Passed
31 March 2012	3 August 2012 at 11 a.m.	Mayfair Banquets, South Hall, 254 - C, Dr. Annie Besant Road, Worli, Mumbai - 400 030.	None
31 March 2013	2 August 2013 at 11 a.m.	Sunville Banquet & Conference Hall, 3rd floor, Dr. Annie Besant Road, Worli, Mumbai-400 018.	None
31 March 2014	25 July 2014 at 11 a.m.	Sunville Banquet & Conference Hall, 3rd floor, Dr. Annie Besant Road, Worli, Mumbai-400 018.	Yes

- All resolutions moved at the last Annual General Meeting were passed by requisite majority of members by way of e-voting and e-poll.

Special Resolution(s) passed through Postal Ballot during the year:

i) The members of the Company had approved the Scheme of Amalgamation of Glenmark Generics Limited and Glenmark Access Limited ("Transferor Companies") with Glenmark Pharmaceuticals Limited ("Transferee Company") pursuant to the provisions of Section 391 to 394 of the Companies Act, 1956 or the applicable provisions of the Companies Act, 2013 by passing a Special Resolution through Postal Ballot effective 25 November 2014.

The Board had appointed Mr. Surjan Singh Rauthan of S.S.Rauthan & Associates, Practicing Company Secretary, as a Scrutinizer to conduct the Postal Ballot voting process in a fair and transparent manner.

Given below is the resolution wise combined Result of Postal Ballot (including E-voting):

Category	No. of Shares Held# (1)	No. of Votes Polled$ (2)	% of Votes Polled on outstanding shares (3) =[(2)/(1)]*100	No. of Votes - in favour (4)	No. of Votes - against (5)	% of Votes in favour on votes polled (6)= [(4)/(2)]*100	% of Votes against on votes polled (7)= [(5)/(2)]*100
Promoter and Promoter Group*	NA	NA	NA	NA	NA	NA	NA
Public – Institutional Holders	112,421,811	83,084,567	73.904	83,084,567	0.000	100.000	0.000
Public-Others	27,811,722	3,977,394	14.307	3,974,878	2,516	99.937	0.063
Total	**140,233,533**	**87,061,961**	**62.083**	**87,059,445**	**2,516**	**99.997**	**0.003**

# voting rights are in proportion to shares held as on 10 October 2014.
$ excludes invalid votes.
* In terms of the SEBI Circular Nos. CIR/CFD/DIL/5/2013 dated 4 February 2013 and CIR/CFD/DIL/8/2013 dated 21 May 2013, Postal Ballot/E-voting was provided only to the public equity shareholders (other than Promoter and Promoter group) of the Company.

As per the results of Postal Ballot & E-voting on Resolution passed by the public equity shareholders is passed by requisite majority.

ii) (a) Pursuant to the provisions of Sections 23, 41, 42, 62(1), 71 and other applicable provisions, if any, of the Companies Act, 2013, the members of the Company had approved the issue of Securities in one or more tranches not exceeding USD 300 Million, by passing a Special Resolution through Postal Ballot effective 31 December 2014.

Given below is the resolution wise combined Result of Postal Ballot (including E-voting):

Category	No. of Shares Held# (1)	No. of Votes Polled$ (2)	% of Votes Polled on outstanding shares (3) = [(2)/(1)]*100	No. of Votes - in favour (4)	No. of Votes - against (5)	% of Votes in favour on votes polled (6) = [(4)/(2)]*100	% of Votes against on votes polled (7) = [(5)/(2)]*100
Promoter and Promoter Group	131,046,820	131,046,820	100.00	131,046,820	0	100.00	0.00
Public – Institutional Holders	107,541,302	80,113,385	74.50	71,911,315	8,202,070	89.76	10.24
Public-Others	32,692,231	3,283,832	10.04	3,050,672	233,160	92.90	7.10
Total	**271,280,353**	**214,444,037**	**79.05**	**206,008,807**	**8,435,230**	**96.07**	**3.93**

(b) The members of the Company had approved the Increase in shareholding limit for Foreign Institutional Investors (FIIs)/ RFPIs from 40% upto an aggregate limit of 49% of the paid up share capital of the Company, by passing a Special Resolution through Postal Ballot effective 31 December 2014.

Category	No. of Shares Held# (1)	No. of Votes Polled$ (2)	% of Votes Polled on outstanding shares (3) = [(2)/(1)]*100	No. of Votes - in favour (4)	No. of Votes - against (5)	% of Votes in favour on votes polled (6) = [(4)/(2)]*100	% of Votes against on votes polled (7) = [(5)/(2)]*100
Promoter and Promoter Group	131,046,820	131,046,820	100.00	131,046,820	0	100.00	0
Public – Institutional Holders	107,541,302	84,389,875	78.47	84,389,875	0	100.00	0
Public-Others	32,692,231	3,265,964	9.99	3,261,098	4866	99.85	0.15
Total	**271,280,353**	**218,702,659**	**80.62**	**218,697,793**	**4866**	**99.998**	**0.002**

# voting rights are in proportion to shares held as on 21 November 2014.
$ excludes invalid votes.

As per the consolidated results of Postal Ballot & E-voting on resolution nos. ii (a) and (b) corresponding to respective items of the Postal Ballot Notice, have been passed by requisite majority.

7. Shareholders information:

Share Transfer Process:

The shares are sent/ received for physical transfer at R & T's office and all valid transfer requests are processed and returned within a period of 15 days from the date of receipt.

Dematerialisation of shares and Liquidity:

As of 31 March 2015, 99.18% of shares have been dematerialised and held in electronic form through NSDL and CDSL. The shares of your Company are permitted to be traded only in dematerialised form.

Share Holding Pattern as at 31 March 2015:

Description	No. of Shares holders	Shares held	% to Equity
Company Promoters	17	131,046,820	48.30
Foreign Institutional Investor	250	77,809,081	28.68
Resident Individuals	55,670	21,483,251	7.92
Foreign Portfolio Investors	40	16,359,488	6.03
Indian Financial Institutions	15	10,158,910	3.74
Bodies Corporates	898	5,012,525	1.85
Mutual Funds	73	6,155,484	2.27
Non-Resident Indians	1,561	1,218,222	0.45
H U F	1,045	354,312	0.13
Employees	65	357,255	0.13
Banks	13	319,094	0.12
Directors	8	252,026	0.09
Clearing Members	145	432,573	0.16
Foreign Nationals	14	45,950	0.02
Trusts	10	288,100	0.11
Foreign Bodies	1	1,462	0.00
TOTAL	**59,825**	**271,294,553**	**100.00**

Distribution Schedule as on 31 March 2015:

Sr. No.	Category From - To	No. of Shareholders	% of Shares	No. of Shares	% of Total Equity
1	1- 5000	59,046	98.69	11,086,359	4.08
2	5001 - 10000	255	0.43	1,859,009	0.69
3	10001 - 20000	132	0.22	1,875,711	0.69
4	20001 - 30000	52	0.09	1,277,957	0.47
5	30001 - 40000	33	0.05	1,163,320	0.43
6	40001 - 50000	21	0.04	934,048	0.34
7	50001 - 100000	66	0.11	4,710,795	1.74
8	100001 And Above	220	0.37	248,387,354	91.56
	TOTAL	**59,825**	**100.00**	**271,294,553**	**100.00**

- **Date, Time and Venue of the ensuing Annual General Meeting:**

  Annual General Meeting shall be held on 22 September 2015 at 11.00 a.m. at Sunville Banquet & Conference Hall, 3rd Floor, Dr. Annie Besant Road, Worli, Mumbai – 400 018.

- **Record Date/Book Closure:**

  Our Register of Members and Share Transfer Books will remain closed from Monday, 14 September 2015 to Tuesday, 22 September 2015 (both days inclusive).

- **Date of declaration of dividend:**

  A dividend of ₹ 2/- per share has been recommended by the Board of Directors on 29 May 2015 subject to the approval of the shareholders at the ensuing Annual General Meeting.

- **Financial Calendar (Tentative and Subject to change):**

Quarter ending	Release of Results
Financial reporting for the first quarter ending 30 June 2015.	July 2015
Financial reporting for the second quarter ending 30 September 2015.	October 2015
Financial reporting for the third quarter ending 31 December 2015.	January 2016
Financial results for the year ending 31 March 2016.	May 2016

Members can avail of nomination facility by filing Form SH-13 with the Company. Blank forms can be downloaded from the website of the Company.

Members may kindly note that consequent to split in the face value of equity shares of the Company from ₹ 10 to ₹ 2 and subsequently from ₹ 2 to ₹ 1, the share certificates in the face value of ₹ 10 or ₹ 2 have ceased to be valid for any purpose whatsoever. Members who are holding share certificates of the face value of ₹ 10 or ₹ 2 each are requested to kindly send their respective share certificates to the R&T Agents for receiving ten or two equity shares of face value of ₹ 1 each in exchange of one equity share of face value of ₹ 10 each or ₹ 2 each.

Pursuant to the provisions of Section 205A (5) of the Companies Act, 1956, dividend for the financial year ended 31 March 2000 and thereafter, which remain unclaimed for a period of seven years will be transferred by the Company to the Investor Education and Protection Fund (IEPF) established by the Central Government pursuant to Section 205C of the Companies Act, 1956.

Information in respect of such unclaimed dividend when due for transfer to the said Fund is given below:

Financial Year Ended	Date of declaration of Dividend	Date of transfer to unpaid/unclaimed Dividend account	Last date for claiming unpaid Dividend	Due date for transfer to IEPF
31.03.2009	25.09.2009	25.10.2009	24.10.2016	23.11.2016
31.03.2010	27.09.2010	27.10.2010	26.10.2017	25.11.2017
31.03.2011	11.08.2011	11.09.2011	10.09.2018	09.10.2018
31.03.2012	03.08.2012	03.09.2012	02.09.2019	01.10.2019
31.03.2013	02.08.2013	02.09.2013	01.09.2020	30.09.2020
31.03.2014	25.07.2014	25.08.2014	24.08.2021	23.09.2021

Shareholders who have not so far encashed their dividend warrant(s) are requested to seek issue of duplicate warrant(s) by writing to the Company's Registrar and Transfer Agents, M/s. Karvy Computershare Pvt. Ltd. immediately.

- **Reconciliation of Share Capital Audit Report:**

  A qualified practicing Company Secretary has carried out Audit every Quarter to reconcile the total admitted Capital with National Securities Depository Limited (NSDL) and Central Depository Services(India) Limited (CDSL) and the total issued and listed capital. The Audit confirms that the total issued/paid-up capital is in agreement with the aggregate total number of shares in physical form, shares allotted and advised for demat credit but pending execution and the total number of dematerialised shares held with NSDL and CDSL.

- **Subsidiary Monitoring Framework:**

  All the Subsidiary Companies of the Company are Board managed with their Boards having the rights and obligations to manage these Companies in the best interest of their stakeholders. The Company nominates its representatives on the Board of Subsidiary Companies and monitors performance of such Companies and the minutes of the meetings of the Subsidiary Companies are placed before the Company's Board regularly.

8. Means of Communication:

- **Quarterly/ Half-yearly/ Annual Results:**

  The Quarterly/ Half-Yearly/ Annual Results of the Company are published in the newspapers and posted on the website of the Company.

  As a part of the Green initiative, the Annual Reports are sent by e-mail to Shareholders whose e-mail ids are registered with the Depositories/Registrar and Share Transfer Agents of the Company. Quarterly/Half-yearly and Annual Financial Results of the Company are published in the Financial Express and Lok Satta newspapers.

- **Management Discussion & Analysis Report:**

  The Management Discussion & Analysis Report forms a part of the Board's Report. All matters pertaining to industry structure and developments, opportunities and threats, segment/product wise performance, outlook, risks and concerns, internal control and systems, etc. are discussed in the said report.

- **Company's Corporate Website:**

  Company has its own website and all the vital information relating to the Company and its products is displayed on its website: www.glenmarkpharma.com.

- **Presentation to Institutional Investors or to analysts:**

  Official news releases and presentations made to Institutional Investors and analysts are posted on the Company's website.

  Your Company also regularly provides information to the stock exchanges as per the requirements of the Listing Agreement. The Company's website is updated periodically to include information on new developments and business opportunities of your Company.

9. Company's Scrip Information:

- **Listing on Stock Exchanges:**

  The shares of the Company are listed on Bombay Stock Exchange Ltd. & The National Stock Exchange of India Ltd.

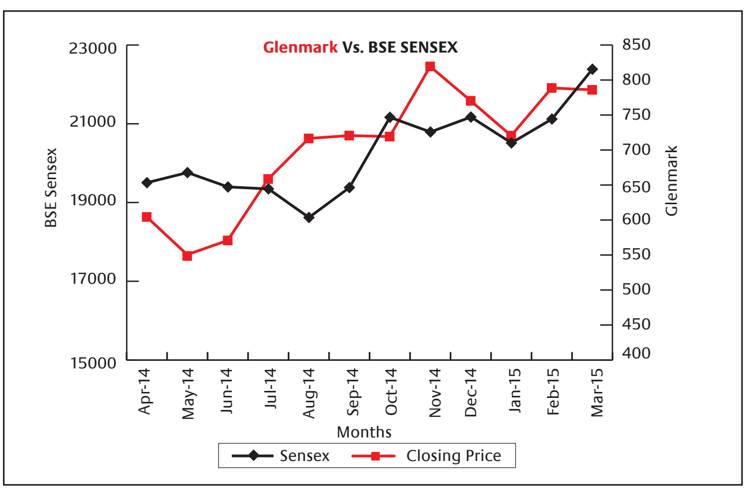
Stock Exchange	Stock Codes/Symbols	ISIN
Bombay Stock Exchange	532296	INE935A01035
National Stock Exchange	GLENMARK	INE935A01035

- Listing fees for the year – 2015-2016 have been paid to the Stock Exchanges.
- Market Information:

  Market Price Data: High, low (based on closing price) and volume during each month in last financial year.

Month	Bombay Stock Exchange			National Stock Exchange		
	High Price (₹)	Low Price (₹)	Volume (No. of Shares)	High Price (₹)	Low Price (₹)	Volume (No. of Shares)
Apr - 14	612.15	552.20	9,73,684	614.00	550.10	11,895,804
May - 14	640.35	510.00	12,34,231	641.00	507.10	12,914,308
Jun - 14	590.50	535.75	8,89,650	592.35	535.95	12,307,779
Jul - 14	666.00	532.00	27,83,843	666.95	530.55	18,416,464
Aug - 14	749.05	648.50	12,35,212	749.00	647.50	13,573,488
Sep - 14	789.40	677.85	12,87,418	790.00	676.00	16,428,994
Oct - 14	745.00	695.00	5,97,300	745.00	692.00	11,619,614
Nov - 14	840.10	718.75	12,26,091	841.00	715.10	13,392,874
Dec - 14	831.90	706.55	9,92,750	832.00	705.55	15,328,396
Jan - 15	788.90	703.50	10,63,091	789.00	702.60	12,784,286
Feb - 15	818.50	705.00	15,94,172	822.85	704.10	15,427,742
Mar - 15	879.05	752.25	19,72,715	879.65	751.00	19,372,224

Performance in comparison to broad based indices namely, BSE Sensex.



10. Corporate Identity Number (CIN):

Our Corporate Identity Number (CIN), allotted by Ministry of Corporate Affairs, Government of India is L24299MH1977PLC019982 and our Company Registration Number is 19982.

11. Plant Locations:

The Company's plants are located at:

- E 37, MIDC Industrial Area, D Road, Satpur, Nasik – 422007, Maharashtra
- Plot No. S-7 & 9, Colvale Industrial Estate, Bardez – 403513, Goa

- D 42, Plot No. 50, Kundaim Industrial Estate, Kundaim – 403115, Goa
- Unit - I, Village Kishanpura, Baddi-Nalagarh Road, Teh Baddi, Dist. - Solan, HP, Pin - 174101
- Unit - II, Village Bhattanwala, PO Rajpura, Teh Nalagarh, Dist. - Solan, HP, Pin - 174101
- Unit - III, Village Kishanpura, Baddi-Nalagarh Road, Dist. - Solan, HP, Pin - 174101
- Plot No. 2, Phase -II, Pharma Zone, Special Economic Zone Area, Pithampur, Indore 454775, Madhya Pradesh
- Rua Frei Liberato De Gries, 548, Jardim Arpoadar, CEP : 05572-210, Sao Paulo, Brazil
- Glenmark Pharmaceuticals s.r.o., Fibichova 143, 56617, Vysoke Myto, Czech Republic
- Calle 9 Ing Meyer Oks N 593, Parque Industrial Pilar, B1629MX Buenos Aires, Argentina
- Growth Centre, Samlik-Marchak, Near Ranipool, East Sikkim - 737135
- Plot No. B-25, Five Star MIDC, Shendra, Dist. - Aurangabad, Maharashtra

API

- 3109 – C, GIDC Industrial Estate, Ankleshwar, Dist. Bharuch – 393002, Gujarat
- Plot No 163- 165/170 – 172, Chandramouli Industrial Estate, Mohol Bazarpeth, Solapur – 413213, Maharashtra
- Plot No. A80, MIDC Area, Kurkumbh, Daund, Pune – 413802, Maharashtra
- Z-103 I, Dahej SEZ, Dahej District, Bharuch, Gujarat

R & D CENTRES

- Plot No. A 607, TTC Industrial Area, MIDC Mahape, Vashi, Navi Mumbai – 400705, Maharashtra
- Chemin de la Combeta 5, 2300 La Chaux-de-fonds, Switzerland
- Plot No. C 152, MIDC Sinnar Industrial Area, Malegaon, Dist. - Nasik – 422113, Maharashtra
- Plot No. M4, Taloja industrial area, MIDC Taloja, Taluka Panvel. 410208, Dist. - Raigad, Maharashtra

CLINICAL RESEARCH CENTRES

- Plot No. D 508, TTC Industrial Estate, MIDC, Turbhe, Navi Mumbai – 400705, Maharashtra
- Building 2, Croxley Green Business Park, Merlins Meadow, Watford, Hertfordshire, UK

12. Outstanding GDR's/ADR's/Warrants or any Convertible instruments exercised, date and likely impact on equity:

- During the Financial Year 2014-2015, 46,400 options were cancelled, 70,900 options were exercised and no new options were issued under Employees Stock Options scheme viz. ESOS' 2003. As of 31 March 2015, 164,800 options were outstanding and are due for exercise on the following dates:

ESOS' 03	
Date	**Number of Options**
13 July 2015	39,800
24 September 2015	21,600
10 October 2015	5,000
12 March 2016	7,500
30 March 2016	59,000
24 September 2016	14,400
12 March 2017	7,500
12 March 2018	10,000

- On exercising the convertible options so granted under the ESOS of the Company, the paid-up equity share capital of the Company will increase by a like number of shares.

13. National ECS facility (NECS):

As per RBI notification, w.e.f 1 October 2009, the remittance of money through ECS is replaced by National Electronic Clearing Services (NECS) and banks have been instructed to move to the NECS platform.

NECS essentially operates on the new and unique bank account number, allotted by banks post implementation of Core Banking Solutions (CBS) for centralized processing of inward instructions and efficiency in handling bulk transactions.

In this regard, shareholders holding shares in electronic form are requested to furnish the new Account Number allotted to you by your bank, (after implementation of CBS), along with photocopy of a cheque pertaining to the concerned account, to your Depository Participant (DP). Please send these details to the Company/Registrars, only if the shares are held in physical form, immediately.

If your bank particulars have changed for any reason, please arrange to register the NECS with the revised bank particulars.

The Company will use the NECS mandate for remittance of dividend either through NECS or other electronic modes failing which the bank details available with Depository Participant will be printed on the dividend warrant. All the arrangements are subject to RBI guidelines, issued from time to time.

Shareholders are advised to opt for payment of dividend through NECS. The salient benefits of receiving dividend payment through NECS amongst others may be, as listed below:

a. There are no clearing charges in the hands of the investor/recipient, the same are borne by the Company;

b. Risk as to fraudulent encashment of the dividend warrants, loss/interception of dividend warrants in transit, are eliminated;

c. The facility ensures instant credit of the dividend amount in the desired account which to the recipient, means effortless and speedier transaction and hassles as to revalidation, etc. are done away with;

d. Once the payment is made through NECS Company issues intimation letters to the investors as to credit/payment of dividend, providing therein the details of the account and amount. Investors may download the NECS Mandate Form from the Company's website and send the same duly filled in to registrars for updating of records.

14. Code for prevention of Insider Trading:

We have comprehensive guidelines on Preventive Insider Trading. Our guidelines are in compliance with the SEBI guidelines on prevention of Insider Trading.

15. Investor Helpdesk for clarifications/assistance, if any, please contact:

	Corporate Office	Registrars & Transfer Agents
Persons to contact	Mr. Sanjay Kumar Chowdhary	Mr. V. Rajendra Prasad
Address	Glenmark Pharmaceuticals Ltd. Glenmark House, HDO Corporate Building, Wing A, B. D. Sawant Marg, Chakala, Off. Western Express Highway, Andheri (E), Mumbai 400 099.	Karvy Computershare Pvt. Ltd. Karvy Selenium Tower B, Plot No 31 & 32 Gachibowli, Financial District, Nanakramguda, Serilingampally Hyderabad – 500 032
Telephone	+91-022-40189999	+91-40-67161500
Fax No.	+91-022-40189986	+91-40-23420814
Email	complianceofficer@glenmarkpharma.com	rajendra.v@karvy.com
Website	www.glenmarkpharma.com	www.karvy.com
Investor Redressal	complianceofficer@glenmarkpharma.com	-

Declaration regarding affirmation of Code of Conduct:

In terms of the requirements of Clause 49 of the Listing Agreement, this is to confirm that all the members of the Board and the senior management personnel have affirmed compliance with the Code of Conduct for the year ended 31 March 2015.

Glenn Saldanha
Chairman & Managing Director

Place: Mumbai
Date: 29 May 2015

CERTIFICATION BY THE CHIEF EXECUTIVE OFFICER (CEO) AND CHIEF FINANCIAL OFFICER (CFO) ON FINANCIAL STATEMENTS OF THE COMPANY

We, Mr. Glenn Saldanha, Chairman & Managing Director and Mr. Rajesh Desai, Executive Director, of Glenmark Pharmaceuticals Ltd., certify that:

(a) We have reviewed financial statements and cash flow statement for the year and that to the best of our knowledge and belief:

  i) These statements do not contain any materially untrue statement or omit any material fact or contain statements that might be misleading;

  ii) These statements together present a true and fair view of the Company's affairs and are in compliance with existing accounting standards, applicable laws and regulations.

(b) There are, to the best of our knowledge and belief, no transactions entered into by the company during the year which are fraudulent, illegal or violative of the Company's code of conduct.

(c) We accept responsibility for establishing and maintaining the internal controls for financial reporting and that we have evaluated the effectiveness of internal control systems of the company pertaining to financial reporting and we have disclosed to the Auditors and the Audit Committee, deficiencies in the design or operation of such internal controls, if any, of which we are aware and the steps we have taken or propose to take to rectify these deficiencies, if any.

(d) We have indicated to the Auditors and the Audit Committee:

  i) significant changes in internal control over financial reporting during the year;

  ii) significant changes in accounting policies if any, during the year and that the same have been disclosed in the notes to the financial statements:

  iii) during the year there were no instances of fraud which we have become aware. The management and its employees have a significant role in the Company's internal control system.

Glenn Saldanha	**Rajesh Desai**
Chairman & Managing Director	Executive Director

Place: Mumbai
Date: 29 May 2015

CERTIFICATE ON CORPORATE GOVERNANCE

To the Members of
Glenmark Pharmaceuticals Limited

We have reviewed the implementation of Corporate Governance procedures by Glenmark Pharmaceuticals Limited for the year ended 31st March, 2015, with the relevant records and documents maintained by the Company, furnished to us for our review and report on Corporate Governance as approved by the Board of Directors.

The compliance of conditions of Corporate Governance is the responsibility of the management. Our examination was limited to a review of procedures and implementation thereof, adopted by the Company for ensuring the compliances of the conditions of Corporate Governance. It is neither an audit nor an expression of opinion on the financial statements of the Company.

In our opinion and to the best of our information and explanations given to us, we certify that the Company has complied with the conditions of Corporate Governance as stipulated in the Listing Agreement.

On the basis of our review and according to the information and explanations given to us, the conditions of Corporate Governance as stipulated in Clause 49 of the Listing Agreement(s) with the stock exchanges have been complied with in all material respect by the Company and that no investor grievance is pending for a period exceeding one month against the Company as per the records maintained by the Shareholders'/Investors' Grievance Committee.

We further state that such compliance is neither an assurance as to the future viability of the Company nor the efficiency or effectiveness with which the management has conducted the affairs of the Company.

For and on behalf of
S.S. Rauthan & Associates
Company Secretaries

Surjan Singh Rauthan
Proprietor
Membership No. FCS-4807
COP-3233

Place: Mumbai
Date: 29 May 2015

INDEPENDENT AUDITORS' REPORT

To
The Members of Glenmark Pharmaceuticals Limited

Report on the Standalone Financial Statements

1. We have audited the accompanying standalone financial statements of **Glenmark Pharmaceuticals Limited** ("the Company"), which comprise the Balance Sheet as at 31 March 2015, the Statement of Profit and Loss, the Cash Flow Statement for the year then ended, and a summary of the significant accounting policies and other explanatory information, in which are incorporated the financial statements for the year ended 31 March 2015 audited by the auditors of Glenmark Generics Limited and Glenmark Access Limited (herein after referred as components) being merged with the Company effective 1 April 2014 pursuant to the scheme of amalgamation as referred in the note 1A to the financial statements.

Management's Responsibility for the Standalone Financial Statements

2. The Company's Board of Directors is responsible for the matters stated in Section 134(5) of the Companies Act, 2013 ("the Act") with respect to the preparation of these standalone financial statements, that give a true and fair view of the financial position, financial performance and cash flows of the Company in accordance with the accounting principles generally accepted in India, including the Accounting Standards specified under Section 133 of the Act, read with Rule 7 of the Companies (Accounts) Rules, 2014 (as amended). This responsibility also includes maintenance of adequate accounting records in accordance with the provisions of the Act for safeguarding the assets of the Company and for preventing and detecting frauds and other irregularities; selection and application of appropriate accounting policies; making judgments and estimates that are reasonable and prudent; and design, implementation and maintenance of adequate internal financial controls, that were operating effectively for ensuring the accuracy and completeness of the accounting records, relevant to the preparation and presentation of the financial statements that give a true and fair view and are free from material misstatement, whether due to fraud or error.

Auditor's Responsibility

3. Our responsibility is to express an opinion on these standalone financial statements based on our audit.

4. We have taken into account the provisions of the Act, the accounting and auditing standards and matters which are required to be included in the audit report under the provisions of the Act and the Rules made thereunder.

5. We conducted our audit in accordance with the Standards on Auditing specified under Section 143(10) of the Act. Those Standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the standalone financial statements are free from material misstatement.

6. An audit involves performing procedures to obtain audit evidence about the amounts and the disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal financial controls relevant to the Company's preparation of the financial statements that give a true and fair view in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on whether the Company has in place an adequate internal financial controls system over financial reporting and the operating effectiveness of such controls. An audit also includes evaluating the appropriateness of the accounting policies used and the reasonableness of the accounting estimates made by the Company's Directors, as well as evaluating the overall presentation of the financial statements.

7. We believe that the audit evidence obtained by us and the audit evidence obtained by the other auditors in terms of their reports referred to in the Other Matter paragraph below, is sufficient and appropriate to provide a basis for our audit opinion on the standalone financial statements.

Opinion

8. In our opinion and to the best of our information and according to the explanations given to us, the aforesaid standalone financial statements give the information required by the Act in the manner so required and give a true and fair view in conformity with the accounting principles generally accepted in India, of the state of affairs of the Company as at 31 March 2015, and its profit and its cash flows for the year ended on that date.

Other Matter

9. We have not audited the financial statements of the components whose financial statements reflect total assets of ₹ 36,842.71 million as at 31 March 2015, total revenue of ₹ 24,728.50 million for the year ended 31 March 2015 and net cash flows amounting to ₹ (1,959.74) million for the year ended 31 March 2015. These financial statements have been audited by other auditors, duly qualified to act as auditors under the Companies Act, 2013. Their reports have been obtained by us, and our opinion is based solely on the reports of those auditors.

Report on Other Legal and Regulatory Requirements

10. As required by the Companies (Auditor's Report) Order, 2015 ("the Order") issued by the Central Government of India in terms of Section 143(11) of the Act, we give in the Annexure a statement on the matters specified in paragraphs 3 and 4 of the Order.

11. As required by Section 143(3) of the Act, we report that:

    a. We have sought and obtained all the information and explanations which to the best of our knowledge and belief were necessary for the purpose of our audit;

b. In our opinion, proper books of account as required by law have been kept by the Company so far as it appears from our examination of those books;

c. The reports on the accounts of the components of the Company audited under Section 143(8) of the Act by the respective component auditors have been sent to us and have been properly dealt with by us in preparing this report;

d. The standalone financial statements dealt with by this report are in agreement with the books of account and with the financial statements received from the components not audited by us;

e. In our opinion, the aforesaid standalone financial statements comply with the Accounting Standards specified under Section 133 of the Act, read with Rule 7 of the Companies (Accounts) Rules, 2014 (as amended);

f. On the basis of the written representations received from the directors as on 31 March 2015 and taken on record by the Board of Directors, none of the directors is disqualified as on 31 March 2015 from being appointed as a director in terms of Section 164(2) of the Act;

g. With respect to the other matters to be included in the Auditor's Report in accordance with Rule 11 of the Companies (Audit and Auditors) Rules, 2014, in our opinion and to the best of our information and according to the explanations given to us:

    i. as detailed in Note 28 to the standalone financial statements, the Company has disclosed the impact of pending litigations on its standalone financial position;

    ii. the Company did not have any long-term contracts including derivative contracts for which there were any material foreseeable losses;

    iii. there has been no delay in transferring amounts, required to be transferred, to the Investor Education and Protection Fund by the Company.

For **Walker Chandiok & Co LLP**
Chartered Accountants
Firm Registration No.: 001076N/N500013

per **Ashish Gupta**
Partner
Membership No.: 504662

Place: Mumbai
Date: 29 May 2015

ANNEXURE TO THE INDEPENDENT AUDITORS' REPORT of even date to the members of Glenmark Pharmaceuticals Limited, on the financial statements for the year ended 31 March 2015

We performed our audit procedures for the purpose of reporting a true and fair view on the financial statements of the Company, taking into consideration the information and explanations given to us and the books of account and other records examined by us in the normal course of our audit. We did not audit the financial statements of two components, which have been audited by other auditors. Our report in respect of these components is based solely on the reports of their auditors. Based our audit and upon consideration of audit reports of other auditors on the components not audited by us, we report that

(i) (a) The Company has maintained proper records showing full particulars, including quantitative details and situation of fixed assets.

(b) The Company has a regular program of physical verification of its fixed assets under which fixed assets are verified in a phased manner over a period of three years, which, in our opinion, is reasonable having regard to the size of the Company and the nature of its assets. No material discrepancies were noticed on such verification.

(ii) (a) The management has conducted physical verification of inventory at reasonable intervals during the year.

(b) The procedures of physical verification of inventory followed by the management are reasonable and adequate in relation to the size of the Company and the nature of its business.

(c) The Company is maintaining proper records of inventory and no material discrepancies between physical inventory and book records were noticed on physical verification.

(iii) The Company has granted unsecured loans to companies covered in the register maintained under Section 189 of the Act; and with respect to the same:

(a) receipt of the principal amount and the interest is regular; and

(b) there is no overdue amount in respect of loans granted to such companies.

(iv) In our opinion, there is an adequate internal control system commensurate with the size of the Company and the nature of its business for the purchase of inventory and fixed assets and for the sale of goods and services. During the course of our audit, no major weakness has been noticed in the internal control system in respect of these areas.

(v) The Company has not accepted any deposits within the meaning of Sections 73 to 76 of the Act and the Companies (Acceptance of Deposits) Rules, 2014 (as amended). Accordingly, the provisions of clause 3(v) of the Order are not applicable.

(vi) We have broadly reviewed the books of account maintained by the Company pursuant to the Rules made by the Central Government for the maintenance of cost records under sub-section (1) of Section 148 of the Act in respect of Company's products and are of the opinion that, prima facie, the prescribed accounts and records have been made and maintained. However, we have not made a detailed examination of the cost records with a view to determine whether they are accurate or complete.

(vii) (a) Undisputed statutory dues including provident fund, employees' state insurance, income-tax, sales-tax, wealth tax, service tax, duty of customs, duty of excise, value added tax, cess and other material statutory dues, as applicable, have generally been regularly deposited with the appropriate authorities, though there has been a slight delay in a few cases. Further, no undisputed amounts payable in respect thereof were outstanding at the year-end for a period of more than six months from the date they became payable.

(b) The dues outstanding in respect of income-tax, sales-tax, wealth tax, service tax, duty of customs, duty of excise, value added tax and cess on account of any dispute, are as follows:

Name of the statute	Nature of dues	Amount (₹ in millions)	Amount paid under protest (₹ in millions)	Period to which the amount relates	Forum where dispute is pending
Income Tax Act, 1961*	Disallowed development of new product expenditure u/s 35(2AB)	49.23	-	A.Y.2005-06	Honorable High Court, Mumbai
Income Tax Act, 1961	Disallowance for income added to MAT book profit	0.82	-	A.Y 2006-07	Commissioner of Income Tax (Appeal)
Income Tax Act, 1961	Transfer pricing adjustments	12.47	5.13	A.Y 2008-09	Commissioner of Income Tax (Appeal)
Income Tax Act, 1961	Transfer pricing adjustments	9.84	-	A.Y 2009-10	Commissioner of Income Tax (Appeal)
Income Tax Act, 1961	Transfer pricing adjustments	8.41	7.00	A.Y 2007-08	Income tax assessing officer
Income Tax Act, 1961	Transfer pricing adjustments, disallowance of sales promotion expenses and 35 (2AB) deductions	36.07	-	AY 2010-11 & 2011-12	Commissioner of Income Tax (Appeal)
The Central Sales Tax Act, 1956	Rejection of C form	2.89	-	FY 2007-08	DCCT (A), Gujarat
The Central Excise Act, 1944	Levy of penalty for non-submission of proof of exports	10.00	-	April 2003 to September 2007	Customs, Excise and Service Tax Appellate Tribunal – Mumbai

Name of the statute	Nature of dues	Amount (₹ in millions)	Amount paid under protest (₹ in millions)	Period to which the amount relates	Forum where dispute is pending
The Central Excise Act, 1944*	Levy of penalty	16.31	-	April 2003 to September 2007	Customs, Excise and Service Tax Appellate Tribunal – Mumbai
The Central Excise Act, 1944*	Disallowance of rebates claimed	0.99	0.99	F.Y. 2009-10	Jt. Secretary, Department of Revenue, Ministry of Finance, Government of India
The Central Excise Act, 1944	Disallowance of rebates claimed	0.59	0.59	F.Y. 2009-10	Jt. Secretary, Department of Revenue, Ministry of Finance, Government of India
The Central Excise Act, 1944*	Disallowance of rebates claimed	16.08	16.08	F.Y. 2010-11	Jt. Secretary, Department of Revenue, Ministry of Finance, Government of India
The Central Excise Act, 1944	Disallowance of CENVAT credit and others.	59.89	59.89	F.Y. 2012-13	Commissioner of C.E. (Appeal)-LTU
The Central Excise Act, 1944*	Levy of interest	3.88	3.88	F.Y. 2012-13	Customs, Excise and Service Tax Appellate Tribunal – MUMBAI
The Central Excise Act, 1944*	Disallowance of rebates claimed	6.26	6.26	F.Y. 2008-09 to 2009-10	Jt. Secretary, Department of Revenue, Ministry of Finance, Government of India
The Central Excise Act, 1944	Excise Duty on domestic clearance	14.18	14.18	June 2005 to December 2009	CESTAT – Mumbai
The Central Excise Act, 1944*	Excise Duty on domestic clearance	7.99	7.99	January 2010 to March 2011	CESTAT – Mumbai
The Central Excise Act, 1944	CENVAT credit on certain input service not allowed	1.44	1.44	2009 to 2011	Commissioner of C.E. (Appeal)-LTU

* These cases have been decided in favour of the Company by Appellate authorities. The concerned revenue department has gone for further appeal against the decision.
(A.Y. = Assessment Year; F.Y. = Financial Year)

(c) The Company has transferred the amount required to be transferred to the investor education and protection fund in accordance with the relevant provisions of the Companies Act, 1956 (1 of 1956) and rules made thereunder within the specified time

(viii) In our opinion, the Company has no accumulated losses at the end of the financial year and it has not incurred cash losses in the current and the immediately preceding financial year.

(ix) The Company has not defaulted in repayment of dues to any bank or financial institution during the year. The Company did not have any outstanding debentures during the year.

(x) In our opinion, the terms and conditions on which the Company has given guarantee for loans taken by others from banks or financial institutions are not, prima facie, prejudicial to the interest of the Company.

(xi) In our opinion, the Company has applied the term loans for the purpose for which these loans were obtained.

(xii) No fraud on or by the Company has been noticed or reported during the period covered by our audit.

For **Walker Chandiok & Co LLP**
Chartered Accountants
Firm Registration No.: 001076N/N500013

per **Ashish Gupta**
Partner
Membership No.: 504662

Place: Mumbai
Date: 29 May 2015

BALANCE SHEET

(All amounts in million of Indian Rupees, unless otherwise stated)

	Particulars	Note No.	As at 31 March 2015	As at 31 March 2014
I	**EQUITY AND LIABILITIES**			
1.	**Shareholders' funds**			
	(a) Share capital	1	271.29	271.22
	(b) Merger consideration, pending allotment	1A	0.02	-
	(c) Reserve and surplus	2	49,249.22	28,789.00
			49,520.53	29,060.22
2.	**Non-current liabilities**			
	(a) Deferred tax liabilities (net)	3	1,323.97	364.17
	(b) Other long-term liabilities	4	1,219.21	518.79
			2,543.18	882.96
3.	**Current liabilities**			
	(a) Short-term borrowings	5	3,475.99	3,533.16
	(b) Trade payables	6	15,667.86	5,626.82
	(c) Other current liabilities	7	3,786.99	2,236.34
	(d) Short-term provisions	8	1,513.80	956.42
			24,444.64	12,352.74
		TOTAL	**76,508.35**	**42,295.92**
II	**ASSETS**			
1.	**Non-current assets**			
	(a) Fixed assets	9		
	(i) Tangible assets		11,524.84	4,391.70
	(ii) Intangible assets		781.94	93.49
	(iii) Capital work-in-progress		2,864.77	797.81
	(iv) Intangible assets under development		77.12	35.24
			15,248.67	5,318.24
	(b) Non-current investments	10	16,595.18	14,092.42
	(c) Long-term loans and advances	11	8,546.31	6,705.23
	(d) Other non-current assets	12	138.63	83.90
			40,528.79	26,199.79
2.	**Current assets**			
	(a) Inventories	13	7,366.32	2,104.26
	(b) Trade receivables	14	24,408.31	11,360.44
	(c) Cash and bank balance	15	485.47	1,084.55
	(d) Short term loans and advances	16	3,563.22	1,514.29
	(e) Other current assets	17	156.24	32.59
			35,979.56	16,096.13
		TOTAL	**76,508.35**	**42,295.92**

The accompaning notes from 1 to 48 form an integral part of these financial statements.

This is the Balance Sheet referred to in our report of even date.

For **Walker Chandiok & Co LLP**
Chartered Accountants
Firm Registration Number : 001076N/N500013

per **Ashish Gupta**
Partner
Membership Number - 504662

Place: Mumbai
Date : 29 May 2015

For and on behalf of the Board of Directors

Glenn Saldanha
Chairman & Managing Director

Cherylann Pinto
Executive Director

Rajesh Desai
Executive Director

Sanjay Kumar Chowdhary
Company Secretary & Compliance Officer

STATEMENT OF PROFIT AND LOSS

(All amounts in million of Indian Rupees, unless otherwise stated)

	Particulars	Note No.	Year ended 31 March 2015	Year ended 31 March 2014
I	**Revenue from operations (gross)**	18	51,677.30	23,457.54
	Less: Excise duty		821.28	448.50
	Revenue from operations (net)		50,856.02	23,009.04
II	**Other income**	19	849.41	671.34
III	**Total revenue (I + II)**		**51,705.43**	**23,680.38**
IV	**Expenses :**			
	Cost of materials consumed	20	15,640.26	4,678.86
	Purchases of stock-in-trade	21	1,739.54	1,599.71
	Changes in inventories of finished goods, work-in-process and stock-in-trade	22	(696.53)	(52.30)
	Employee benefit expenses	23	6,622.54	3,953.53
	Finance costs	24	301.89	309.78
	Depreciation and amortization expenses	25	1,194.60	302.00
	Other expenses	26	12,900.31	7,869.56
	Total expenses		**37,702.61**	**18,661.14**
V	**Profit before exceptional items and tax (III - IV)**		**14,002.82**	**5,019.24**
VI	**Exceptional items (refer note 4(ii))**		**1,687.37**	-
VII	**Profit before tax (V - VI)**		**12,315.45**	**5,019.24**
VIII	**Tax expense :**			
	(1) Current tax		2,801.69	1,080.21
	(2) Minimum alternate tax credit (entitlement)/utilisation		(526.92)	(477.56)
	(3) Deferred tax		(34.57)	78.35
			2,240.20	**681.00**
IX	**Profit for the year (VII - VIII)**		**10,075.25**	**4,338.24**
X	**Earnings per equity share (in ₹):**	29		
	(1) Basic		37.14	16.01
	(2) Diluted		37.13	16.00

The accompanying notes from 1 to 48 form an integral part of these financial statements.

This is the Statement of Profit and Loss referred to in our report of even date.

For **Walker Chandiok & Co LLP**
Chartered Accountants
Firm Registration Number : 001076N/N500013

per **Ashish Gupta**
Partner
Membership Number - 504662

Place: Mumbai
Date : 29 May 2015

For and on behalf of the Board of Directors

Glenn Saldanha
Chairman & Managing Director

Cherylann Pinto
Executive Director

Rajesh Desai
Executive Director

Sanjay Kumar Chowdhary
Company Secretary & Compliance Officer

CASH FLOW STATEMENT

(All amounts in million of Indian Rupees, unless otherwise stated)

		Year ended 31 March 2015	Year ended 31 March 2014
A.	**Cash flow from operating activities**		
	Profit before tax	12,315.45	5,019.24
	Adjustments for:		
	Depreciation and amortisation expenses	1,194.60	302.00
	Interest expense	301.89	309.78
	Interest income	(275.75)	(364.91)
	Income from investments - dividends	(9.45)	(0.14)
	Loss/(Profit) on sale of fixed assets	24.74	2.20
	Provision for bad and doubtful debts	308.53	12.00
	Provision for gratuity and compensated absence	166.62	34.26
	Unrealised foreign exchange (gain)/loss	(658.86)	1,105.89
	Operating profit before working capital changes	**13,367.77**	**6,420.32**
	Adjustments for changes in working capital :		
	- Increase in trade receivables	(9,743.05)	(5,797.05)
	- (Increase)/decrease in other receivables	(1,051.28)	230.60
	- Increase in inventories	(1,575.17)	(202.75)
	- Increase in trade and other payables	2,857.51	1,262.75
	Cash generated from operations	**3,855.78**	**1,913.87**
	- Taxes paid (net of tax deducted at source)	(2,404.70)	(771.50)
	Net cash from operating activities	**1,451.08**	**1,142.37**
B.	**Cash flow from investing activities**		
	Purchase of fixed assets (including capital work in progress)	(2,409.81)	(1,113.60)
	Proceeds from sale of fixed assets	68.09	-
	Investments in subsidiaries	(811.95)	(1,002.99)
	Loans and advances to subsidiaries, net	(1,458.96)	4,037.32
	Increase in restricted cash	(7.16)	(3.45)
	Share application money paid	(82.47)	(81.25)
	Interest received	747.86	329.30
	Dividend received	9.45	0.14
	Net cash (used in)/from investing activities	**(3,944.95)**	**2,165.47**

CASH FLOW STATEMENT

(All amounts in million of Indian Rupees, unless otherwise stated)

		Year ended 31 March 2015	Year ended 31 March 2014
C.	**Cash flow from financing activities**		
	Proceeds from fresh issue of		
	- Share capital including securities premium	20.34	125.01
	Proceeds /(repayment) of long term borrowings	615.52	(3,024.25)
	Proceeds /(repayment) of short term borrowings	(357.47)	17.53
	Proceeds from working capital facilities	352.18	14.69
	Interest paid	(323.47)	(347.74)
	Dividend paid (including dividend distribution tax)	(631.04)	(631.88)
	Net cash (used in)/from financing activities	**(323.94)**	**(3,846.64)**
	Net increase / (decrease) in cash and cash equivalents	**(2,817.81)**	**(538.80)**
	Opening balance of cash and cash equivalents	**1,057.62**	**1,654.38**
	Add: On account of amalgamation [Refer note 1A]	**2,184.56**	-
	Exchange fluctuation on cash and cash equivalent	**(4.19)**	**(57.96)**
	Closing balance of cash and cash equivalents	**420.18**	**1,057.62**
	Cash and cash equivalents comprise of :		
	Cash on hand	6.30	3.72
	Balances with banks in current accounts and exchange earner's foreign currency (EEFC) accounts	413.88	1,053.90
		420.18	**1,057.62**

Note :

1. The Cash Flow Statement has been prepared under the "Indirect Method" as set out in Accounting Standard - 3 'Cash Flow Statements' specified in the Companies (Accounting standards) Rules 2006.
2. Figures in bracket indicate cash outflow.
3. Cash flows for the current year has been arrived after considering the impact of merger of GGL and GAL effective 1 April 2014. Refer note 1A relating to merger of GGL and GAL with the Company.

This is the cash flow statement referred to in our report of even date.

For **Walker Chandiok & Co LLP**
Chartered Accountants
Firm Registration Number : 001076N/N500013

per **Ashish Gupta**
Partner
Membership Number - 504662

Place: Mumbai
Date : 29 May 2015

For and on behalf of the Board of Directors

Glenn Saldanha
Chairman & Managing Director

Cherylann Pinto
Executive Director

Rajesh Desai
Executive Director

Sanjay Kumar Chowdhary
Company Secretary & Compliance Officer

(All amounts in million of Indian Rupees, unless otherwise stated)

		As at 31 March 2015		As at 31 March 2014	
		No. of Shares	Amount	No. of Shares	Amount
1.	**Share capital**				
(I)	**Authorised**				
	Equity Shares of ₹ 1 each	350,000,000	350.00	350,000,000	350.00
	Cumulative redeemable non-convertible preference shares of ₹ 100 each	4,000,000	400.00	4,000,000	400.00
	Issued, subscribed and fully paid-up equity shares of ₹ 1 each				
	At the beginning of the year	271,223,653	271.22	270,853,653	270.85
	Add: Issued during the year				
	- Under the Employee Stock Option Scheme, 2003 (ESOS)	70,900	0.07	370,000	0.37
	At the end of the year	271,294,553	271.29	271,223,653	271.22

		As at 31 March 2015		As at 31 March 2014	
		% of Holding	No. of Shares	% of Holding	No. of Shares
(II)	**List of shareholders holding more than 5 % shares**				
	Saldanha Family Trust	47.27	128,241,936	47.28	128,241,936

(III) As at 31 March 2015, 164,800 options were outstanding under Employee Stock Option Scheme 2003. On exercise of the options so granted under Employee Stock Option Scheme 2003, the paid-up equity share capital of the Company will increase by equivalent number of shares.

(IV) Right, preference and restriction on shares

The Company presently has only one class of ordinary equity shares. For all matters submitted to vote in the shareholders meeting, every holder of ordinary equity shares, as reflected in the records of the Company on the date of the shareholders' meeting, has one vote in respect of each share held. All shares are equally eligible to receive dividends and the repayment of capital in the event of liquidation of the Company.

(V) In the period of five years immediately preceeding 31 March 2015, the Company has not allotted any shares as fully paid up pursuant to contracts without payment being received in cash. Further, the Company has neither issued bonus shares nor bought back any shares during the aforementioned period.

(VI) Employee Stock Option Scheme, 2003 (ESOS)

The Company has formulated an Employee Stock Option Scheme ('ESOS') scheme namely ESOS 2003 under which it has made grants on various dates from time to time. Each grant has a vesting period which varies from 1 - 2 years and up to 4 - 6 years from the date of grant depending on the terms of the grant. The grants are made at the market price of the equity shares of the Company on either the date or the closing price of the date prior to day of the grant.

The aggregate share options and weighted average exercise price under the above mentioned plan are as follows:

	2015		2014	
	Number*	weighted average Price*(₹)	Number*	Weighted average Price*(₹)
Outstanding at 1 April	282,100	301.53	753,800	317.39
Granted	-	-	-	-
Forfeited/cancelled	(46,400)	343.45	(101,700)	286.86
Exercised	(70,900)	286.87	(370,000)	337.88
Outstanding as at 31 March	164,800	296.03	282,100	301.53

All share based employee remuneration would be settled in equity. The Company has no legal or constructive obligation to repurchase or settle the options.

(All amounts in million of Indian Rupees, unless otherwise stated)

The fair values of options granted are determined using the Black-Scholes valuation model. Significant inputs into the calculation are:

	31 March 2015	31 March 2014
Share price (₹)*	120.85 – 480.40	120.85 – 480.40
Exercise price (₹)*	120.85 – 480.40	120.85 – 480.40
Weighted average volatility rate	40% - 60%	40% - 60%
Dividend payout	200%	200%
Risk free rate	7.75% - 9.00%	7.75% - 9.00%
Average remaining life	1- 42 months	1- 60 months
* All figures have been accordingly adjusted for		
- Split of face value from ₹ 10 to ₹ 2 in October 2003		
- 1:1 bonus issue in April 2005 and split of face value from ₹ 2 to ₹ 1 in September 2007.		

The underlying expected volatility was determined by reference to historical data, adjusted for unusual share price movements. No special features inherent to the options granted were incorporated into the measurement of fair value.

The Company's net profit and earnings per share would have been as under, had the compensation cost for employees' stock options been recognised based on fair value at the date of grant in accordance with Black-Scholes model.

	Year ended 31 March 2015	Year ended 31 March 2014
Profit after taxation	10,075.25	4,338.24
Less: Additional employee compensation based on fair value	3.08	6.50
Proforma Profit after taxation	10,072.17	4,331.74
Basic earning per share (EPS)		
Number of shares (in million)	271.26	271.03
Basic EPS as reported (in ₹)	37.14	16.01
Proforma basic EPS as reported (in ₹)	37.13	15.98
Diluted earning per share (EPS)		
Number of shares (in million)	271.35	271.15
Diluted EPS as reported (in ₹)	37.13	16.00
Proforma diluted EPS as reported (in ₹)	37.12	15.98

		As at 31 March 2015	As at 31 March 2014
1A.	**Merger consideration, pending allotment**		
	17,803 equity shares of the face value of ₹ 1 each fully paid up to be issued to the public shareholders of Glenmark Generics Limited (GGL) pursuant to the Merger of GGL with the Company	0.02	-
		0.02	-

The Board of Directors ("the Board") had approved the Scheme of Amalgamation ("the Scheme") of Glenmark Generics Ltd. (GGL) and Glenmark Access Ltd. (GAL) with Glenmark Pharmaceuticals Ltd. (the Company)on 31 January, 2014. Pursuant to the Scheme being sanctioned by the Hon'ble High Court of Judicature at Bombay vide its order dated 20 March, 2015, all assets and liabilities have been transferred to the Company with effect from 1 April, 2014 (the Appointed Date as per the Scheme) and the certified copies of the aforesaid order of the High Court has been filed with the Registrar of Companies on 10 April, 2015.

In terms of the Scheme, the Company is required to allot 17,803 equity shares of the face value of ₹ 1 each as fully paid up to the public shareholders of GGL in the ratio of 4 equity shares of ₹ 1 each of the Company for every 5 equity shares of ₹ 10 each held in GGL. The 17,803 equity shares to be so allotted amount to 0.006% of the paid up share Capital of the Company. As the amalgamating company GAL is wholly owned subsidiary of the company, no equity shares will be exchanged to effect the amalgamation in respect thereof. The shares held by the company in GGL and GAL is cancelled. GGL was engaged in the business of manufacturing and distribution of Generic formulations and bulk drugs. Also refer Note no. 27 (ii) for the accounting policy on amalgamation.

(All amounts in million of Indian Rupees, unless otherwise stated)

		As at 31 March 2015	As at 31 March 2014
2.	**Reserves and surplus**		
	Capital reserves		
	At the beginning of the year	1.00	1.00
	At the end of the year	**1.00**	**1.00**
	Capital redemption reserve		
	At the beginning of the year	200.00	200.00
	At the end of the year	**200.00**	**200.00**
	Securities premium reserve		
	At the beginning of the year	7,486.60	7,361.96
	Add: Premium on issue of shares pursuant to conversion of ESOS	20.27	124.64
	At the end of the year	**7,506.87**	**7,486.60**
	General reserve		
	At the beginning of the year	2,898.89	2,421.68
	Less: Adjusted on account of amalgamation (refer note 1A)	1,514.71	-
	Add: Transferred from Statement of Profit and Loss	-	477.21
	At the end of the year	**1,384.18**	**2,898.89**
	Surplus in statement of profit and loss		
	At the beginning of the year	18,202.51	14,976.29
	Add: Addition on account of amalgamation (refer note 1A)	12,535.52	-
	Add: Profit for the year	10,075.25	4,338.24
	Net profit available for appropriation	**40,813.28**	**19,314.53**
	Less: allocations and appropriations		
	- Proposed dividend on equity shares	542.59	542.45
	- Tax on proposed dividend on equity shares	113.51	92.19
	- Residual dividend and dividend tax	0.01	0.17
	- Transfer to general reserve	-	477.21
	At the end of the year	**40,157.17**	**18,202.51**
	Balance carried to Balance Sheet	**49,249.22**	**28,789.00**

(All amounts in million of Indian Rupees, unless otherwise stated)

		As at 31 March 2015	As at 31 March 2014
3.	**Deferred tax liabilities (net)**		
	Deferred tax liability relating to		
	Depreciation on tangible and intangible assets	1,572.32	466.74
		1,572.32	466.74
	Deferred tax assets relating to		
	Provision for doubtful debts and advances	229.38	78.72
	Expenses deductible in future years	18.97	23.85
		248.35	102.57
	Deferred tax liabilities (net)	**1,323.97**	**364.17**
	Amounts recorded on amalgamation as of 1 April 2014 (Refer note 1A):		
	Deferred tax liability relating to		
	Depreciation on tangible and intangible assets	1,018.56	–
		1,018.56	–
	Deferred tax assets relating to		
	Provision for doubtful debts and advances	4.25	–
	Expenses deductible in future years	19.95	–
		24.20	–
	Deferred tax liabilities (net)	994.36	–

			As at 31 March 2015	As at 31 March 2014
4.	**Other long term liabilities**	**note**		
	Security deposits		47.43	56.47
	Income received in advance	(i)	-	462.32
	Liability for legal obligation	(ii)	1,171.78	-
		Total	**1,219.21**	**518.79**

(i) Income received in advance represents advance received from customers for future supply of materials. The Company has recognised an income of ₹ 344.95 (2014 - ₹ 213.45) in current year and will recognise the balance amount in the coming periods. Refer note no. 7 for amount recognisable in one year.

(ii) Glenmark Pharmaceuticals Inc., USA (Formerly known as Glenmark Generics Inc., USA) (subsidiary of the Company) has settled dispute resolution with attorney general of the State of Texas (USA) on 7 April 2015. Under the settlement agreement, Glenmark will pay the State of Texas a total of USD13.75 million (including USD 2.5 million for attorneys' fees and costs) for the State's general revenue fund and USD 11.25 million to the federal government. Total liability is USD 25 million (₹ 1,562.37). Payment will be made in 16 equal payments of USD1.5625 million each quarter for the next 16 quarters commencement from1 April 2015. Amount due in the next 12 months is USD 6.25 million (₹ 390.59) which is recognised as current liability. As per the agreement between the Company and Glenmark Pharmaceuticals Inc., Company will reimburse such expenses to the Glenmark Pharmaceuticals Inc.

Legal expense incurred by the subsidiary amounting to USD 2.00 million (₹ 125.00) is recognised as payable to subsidiaries in trade payables.

(All amounts in million of Indian Rupees, unless otherwise stated)

			As at 31 March 2015	As at 31 March 2014
5.	**Short-term borrowings**	**Note**		
	Secured loans			
	Loan repayable on demand from banks	(i) & (iii)	366.87	14.69
	Unsecured loans			
	Term loans			
	From banks	(ii)	3,109.12	3,518.47
		Total	**3,475.99**	**3,533.16**

Note:

(i) Working capital facilities represented by loan repayable on demand are secured by hypothecation of stocks of raw materials, packing materials, finished goods, work-in-process, receivables and equitable mortgage on fixed assets at the manufacturing facility at Nashik and research and development centre at Sinnar, Nashik both present and future.

(ii) The Company has not defaulted on repayment of loan and interest during the year.

(iii) The Company has taken working capital facilities and term loans from banks in foreign currency as well as Indian Rupee. The interest rates range between 2.58% - 10.50% which are repayable within twelve months.

		As at 31 March 2015	As at 31 March 2014
6.	**Trade payables**		
	Acceptances	693.84	2,609.18
	Sundry creditors		
	- Total outstanding dues to Micro, small and medium enterprises under MSMED Act, 2006 [Refer note 32]	-	-
	- Total outstanding dues to creditors other than Micro, small and medium enterprises	12,980.14	2,084.11
	Payable to subsidiaries	1,993.88	933.53
	Total	**15,667.86**	**5,626.82**

			As at 31 March 2015	As at 31 March 2014
7.	**Other current liabilities**	**Note**		
	Current maturities of long-term borrowings			
	- Unsecured loans from banks	(i)	624.95	-
	Sundry creditors for capital goods		976.41	103.92
	Interest accrued but not due on borrowings		3.04	1.15
	Unclaimed dividend	(ii)	10.89	7.27
	Income received in advance	(iii)	339.29	221.92
	Advance from customers		73.79	9.40
	Payable to subsidiaries		624.76	1,441.98
	Other payables			
	- Statutory dues		232.61	144.67
	- Liability for expenses		510.66	306.03
	- Current portion of liability for legal obligation [Refer note 4 (ii)]		390.59	-
		Total	**3,786.99**	**2,236.34**

Note:

(i) Current maturity of long term borrowings pertains to term loan taken from bank, at the interest rate 12 Months Libor + 195 bps and repayable on 13 January 2016.

(ii) There are no amounts due and outstanding to be credited to Investor Education and Protection Fund.

(iii) Income received in advance refers to the income recognisable within one year.

(All amounts in million of Indian Rupees, unless otherwise stated)

			As at 31 March 2015	As at 31 March 2014
8.	**Short-term provisions**	**Note**		
	Proposed dividend		542.59	542.45
	Tax payable on proposed dividend		113.51	92.19
	Provision for wealth tax		0.29	0.50
	Provision for income tax (net of advance tax of ₹ 2,149.56 (2014 - ₹ 819.14))		652.06	250.07
	Provision for gratuity and compensated absences	(i)		
	- Gratuity		99.57	17.66
	- Compensated absences		105.78	53.55
		Total	**1,513.80**	**956.42**

Note:

(i) Refer note 35 on 'Employee benefits'

9. Fixed assets

(i) Tangible assets

	Freehold land	Leasehold land	Factory building	Other building	Plant and equipment	Furniture and fixture	Office equipment	Vehicles	Total
Cost									
Balance at 1 April 2013	51.46	105.19	850.52	210.80	2,153.61	415.53	139.32	33.54	3,959.97
- Additions	-	0.58	724.76	0.60	1,191.97	47.84	12.23	17.65	1,995.63
- Disposals	-	-	-	-	(17.60)	(1.53)	(3.94)	(7.01)	(30.08)
Balance at 1 April 2014	**51.46**	**105.77**	**1,575.28**	**211.40**	**3,327.98**	**461.84**	**147.61**	**44.18**	**5,925.52**
- Acquisition on account of amalgamation (Refer note 1A)	-	293.47	1,913.17	361.49	1,833.83	281.94	3,182.57	7.23	7,873.70
- Additions	-	-	97.41	2.18	919.18	64.34	401.19	4.76	1,489.06
- Disposals	-	-	(18.02)	-	(58.78)	(4.82)	(42.35)	(5.23)	(129.20)
Balance as at 31 March 2015	**51.46**	**399.24**	**3,567.84**	**575.07**	**6,022.21**	**803.30**	**3,689.02**	**50.94**	**15,159.08**
Accumulated depreciation									
Balance at 1 April 2013	-	4.76	135.97	37.74	704.05	261.87	123.63	20.76	1,288.78
- Additions	-	1.09	39.28	3.44	161.78	45.10	7.28	5.28	263.25
- Disposals	-	-	-	-	(7.42)	(1.19)	(3.91)	(5.69)	(18.21)
Balance at 1 April 2014	-	**5.85**	**175.25**	**41.18**	**858.41**	**305.78**	**127.00**	**20.35**	**1,533.82**
- Acquisition on account of amalgamation (Refer note 1A)	-	25.43	218.34	33.97	293.88	94.91	784.60	4.04	1,455.17
- Depreciation charge for the year	-	7.05	105.03	4.12	316.20	68.05	219.78	6.19	726.42
- Disposals	-	-	(40.62)	-	(7.36)	(2.27)	(28.16)	(2.76)	(81.17)
Balance as at 31 March 2015	-	**38.33**	**458.00**	**79.27**	**1,461.13**	**466.47**	**1,103.22**	**27.82**	**3,634.24**
Net carrying value									
As at 31 March 2014	51.46	99.92	1,400.03	170.22	2,469.57	156.06	20.61	23.83	4,391.70
As at 31 March 2015	51.46	360.91	3,109.84	495.80	4,561.08	336.83	2,585.80	23.12	11,524.84

Borrowing costs capitalised during the year amounts to ₹ 23.47 (2014 - ₹ 37.96)

Addition to fixed assets includes capital expenditure of ₹ 136.09 (2014 - ₹ 61.97) incurred at approved R&D centres.

(All amounts in million of Indian Rupees, unless otherwise stated)

(ii) Intangible assets

	Computer software	Brands	Product marketing rights	Product knowhow	Total
Cost					
Balance at 1 April 2013	175.18	350.07	82.65	-	607.90
- Additions	49.64	-	-	-	49.64
- Disposals	(2.86)	-	-	-	(2.86)
Balance at 1 April 2014	**221.96**	**350.07**	**82.65**	**-**	**654.68**
- Acquisition on account of amalgamation (Refer note 1A)	60.14	-	-	1,555.48	1,615.62
- Additions	38.92	104.52	-	452.48	595.92
- Disposals	(5.53)	-	-	-	(5.53)
Balance as at 31 March 2015	**315.49**	**454.59**	**82.65**	**2,007.96**	**2,860.69**
Accumulated amortisation					
Balance at 1 April 2013	98.20	350.07	74.24	-	522.51
- Additions	30.34	-	8.41	-	38.75
- Disposals	(0.07)	-	-	-	(0.07)
Balance at 1 April 2014	**128.47**	**350.07**	**82.65**	**-**	**561.19**
- Acquisition on account of amalgamation (Refer note 1A)	18.20	-	-	1,035.38	1,053.58
- Amortisation charge for the year	44.80	104.52	-	318.86	468.18
- Disposals	(4.20)	-	-	-	(4.20)
Balance as at 31 March 2015	**187.27**	**454.59**	**82.65**	**1,354.24**	**2,078.75**
Net carrying value					
As at 31 March 2014	93.49	-	-	-	93.49
As at 31 March 2015	**128.22**	**-**	**-**	**653.72**	**781.94**

(iii) Capital work-in-progress

Capital work-in-progress includes :

	As at 31 March 2015	As at 31 March 2014
Building, plant and machinery	2,864.77	797.81

(iv) Intangible assets under development

	As at 31 March 2015	As at 31 March 2014
Marketing rights and software	77.12	35.24

(All amounts in million of Indian Rupees, unless otherwise stated)

		As at 31 March 2015	As at 31 March 2014
10.	**Non-current investments**		
	Long term investments - At Cost - (fully paid-up except otherwise stated)		
	Trade investments		
	Unquoted		
(i)	**Equity shares**		
(a)	**Investments in subsidiary companies**		
	a) Glenmark Access Limited, India (formerly known as Glenmark Exports Ltd.(Refer note 1A)	-	18.50
	[Nil (2014 - 1,850,020) Equity Shares of ₹ 10 each]		
	b) Glenmark Impex LLC, Russia	901.95	901.95
	[577,767,277 (2014 - 577,767,277) shares of RUB 1 each]		
	c) Glenmark Philippines Inc., Philippines	116.70	116.70
	[640,490 (2014- 640,490) shares of Pesos 200 each]		
	d) Glenmark Pharmaceuticals (Nigeria) Ltd., Nigeria	208.97	193.71
	[645,114,304 (2014 - 605,114,304) shares of Naira 1 each]		
	e) Glenmark Pharmaceuticals Malaysia Sdn.Bhd., Malaysia	97.72	97.72
	[5,686,618 (2014 -5,686,618) shares of RM 1 each]		
	f) Glenmark Generics Ltd, India (Refer note 1A)	-	9,494.28
	[Nil (2014 -148,259,412) shares of ₹ 10 each]		
	g) Glenmark Holding S. A., Switzerland	2,599.55	797.11
	[51,500,000 (2014 - 22,520,000) shares of CHF 1 each]		
	h) Glenmark Pharmaceuticals (Australia) Pty. Ltd., Australia.	70.44	70.44
	[2,079,002 (2014 - 2,079,002) shares of AUD 1 each]		
	i) Glenmark Pharmaceuticals Egypt S.A.E., Egypt	297.27	247.78
	[35,233,976 (2014 - 29,448,501) shares of EGP 1 each]		
	j) Glenmark Pharmaceuticals FZE (U.A.E)	12.92	12.92
	[1 (2014-1) shares of AED 1,000,000 each]		
	k) Glenmark Dominicana, SRL, Dominican Republic	0.19	0.19
	[153 (2014 -153) shares of RD 1000 each]		
	l) Glenmark Pharmaceuticals (Kenya) Limited	97.18	97.18
	[1,560,400 (2014 - 1,560,400) shares of KSHS 100 each]		
	m) Glenmark Pharmaceuticals Venezuela, CA, Venezuela	627.12	514.58
	[61,868,032 (2014 -50,136,685) shares of Bolivar 1 each]		
	n) Glenmark Pharmaceuticals Colombia SAS, Colombia (Formerly known as Glenmark Pharmaceuticals Colombia Ltda., Colombia)	31.43	20.80
	[36,359 (2014-33,059) shares of COP 1000 each]		
	o) Glenmark Pharmaceuticals Peru SAC	352.67	352.67
	[17,625,738 (2014 -17,625,738) shares of PEN 1 each]		
	p) Glenmark Pharmaceuticals Mexico, S.A. DE C.V., Mexico	1,353.38	965.27
	[309,486,493 (2014 -223,282,054) shares of Mexican peso 1 each]		
	q) Glenmark Therapeutics AG, Switzerland	5.73	5.73
	[100,000 (2014 -100,000) shares of CHF 1 each]		
	r) Glenmark Pharmaceuticals Europe Ltd., U.K.	578.23	-
	[6,285,121 shares of GBP 1 each]		
	s) Glenmark Generics Finance S.A., Switzerland	9,068.83	-
	[160,419,000 shares of CHF 1 each]		
(b)	**Investment in joint venture**		
	26,215 ordinary shares [2014 - 26,215 ordinary shares of THB 100 each] of Glenmark Pharmaceuticals (Thailand) Co. Ltd. of THB 100 each	3.72	3.72

(All amounts in million of Indian Rupees, unless otherwise stated)

		As at 31 March 2015	As at 31 March 2014
10.	**Non-current investments (Contd.)**		
(c)	**Other investments**		
	213,032 (2014-213,032) Equity Shares of Bharuch Eco-Aqua Infrastructure Limited of ₹ 10 each.	2.13	2.13
(ii)	**Preference shares**		
(a)	**Investment in joint venture**		
	2 (2014 - 2) Preference shares of THB 100 each of Glenmark Pharmaceuticals (Thailand) Co. Ltd.*	-	-
(b)	**Other investments**		
	1,176,471 (2014-1,176,471) Preferred shares of Napo Pharmaceuticals Inc. of USD 0.85 each	43.56	43.56
	Total	**16,469.69**	**13,956.94**
	Non-trade investments		
	Quoted		
(i)	**Equity shares**		
	9,000 (2014 - 9,000) Bank of India of ₹ 10 each	0.41	0.41
	1,209 (2014 - 1,209) IDBI Bank Limited of ₹ 10 each	0.03	0.03
		0.44	0.44
	Unquoted		
(i)	**Equity shares**		
	1 (2014 - 1) Time Share of Dalmia Resorts Limited	0.02	0.02
(ii)	**Preference shares**		
	1,250,000 (2014 - 1,350,000) 7% cumulative preference shares of ₹ 100 each fully paid up of Marksans Pharma Ltd.	125.00	135.00
(iii)	**Investment in government securities**		
	National Savings Certificate -Sixth Issue	0.03	0.02
	Total	**125.49**	**135.48**
	Total	**16,595.18**	**14,092.42**
	* amount denotes less than Rupees ten thousand.		
	Aggregate book value of investments		
	- Quoted	0.44	0.44
	- Unquoted	16,594.74	14,091.98
	Aggregate market value of quoted investments	1.85	2.14

		Note	As at 31 March 2015	As at 31 March 2014
11.	**Long-term loans and advances**	**Note**		
	Unsecured, considered good			
	Capital advances		151.33	81.88
	Security deposits		191.13	146.92
	Prepaid expenses		2.66	2.14
	Advance tax (net of provision ₹ 6,756.69 (2014 - ₹ 2,721.17)		118.27	93.47
	Minimum alternate tax credit entitlement		4,151.20	2,136.25
	Loans and advances to related parties	(i)	3,931.72	4,244.57
		Total	**8,546.31**	**6,705.23**

Note:

(i) Refer note 37

(All amounts in million of Indian Rupees, unless otherwise stated)

		Note	As at 31 March 2015	As at 31 March 2014
12.	**Other non-current assets**	**Note**		
	Unsecured considered good			
	Share application money	(i)	82.47	83.90
	Margin money		56.16	-
		Total	**138.63**	**83.90**

Note:

(i) Refer note 31 on 'Related party disclosure'

		Note	As at 31 March 2015	As at 31 March 2014
13.	**Inventories**	**Note**		
	Raw materials		2,915.08	707.23
	Packing materials		915.81	459.10
	Work-in-process		1,812.78	123.75
	Finished goods	(i)	1,374.07	621.45
	Stock-in-trade (in respect of goods acquired for trading)	(i)	80.37	141.62
	Stores and spares		268.21	51.11
		Total	**7,366.32**	**2,104.26**

Note:

(i) Refer note 36 'Production, sales and stock'

			As at 31 March 2015	As at 31 March 2014
14.	**Trade receivables**			
	Unsecured, considered good			
	Outstanding for more than six months from the due date		2,755.86	3,168.45
	Others		21,652.45	8,191.99
			24,408.31	11,360.44
	Unsecured, considered doubtful			
	Outstanding for more than six months from the due date		528.19	203.10
	Others		-	-
			528.19	203.10
	Less: Provision for doubtful receivables		(528.19)	(203.10)
		Total	**24,408.31**	**11,360.44**

During the year ended March 31, 2015, the Venezuelan economy was adversely impacted by a significant decline in crude oil prices, leading to higher inflation rates and significantly delayed approvals for import payments.

During the year ended March 31, 2015, the Company has converted receivables amounting to USD 1.31million (₹ 79.33) from the Venezuelan subsidiary into investment (8,266,347 equity shares) at exchange rate of VEF 6.30 per USD 1.00.

		Note	As at 31 March 2015	As at 31 March 2014
15.	**Cash and bank balances**	**Note**		
(i)	**Cash and cash equivalents**			
	Balance with banks			
	- Current accounts		409.46	464.99
	- Exchange earner's foreign currency (EEFC) accounts		4.42	588.91
	Cash on hand		6.30	3.72
(ii)	**Other bank balance**			
	- Unpaid dividend		10.89	7.27
	- Margin money accounts with banks	(i)	54.40	19.66
		Total	**485.47**	**1,084.55**

Note:

(i) The balance in margin money accounts are given as security against guarantees issued by banks on behalf of the Company.

(All amounts in million of Indian Rupees, unless otherwise stated)

		As at 31 March 2015	As at 31 March 2014
16.	**Short term loans and advances**		
	Advances recoverable in cash or kind or for value to be received (Unsecured)		
	- considered good	1,921.00	260.01
	- considered doubtful	29.10	29.10
		1,950.10	289.11
	Less: Provision for doubtful advances	(29.10)	(29.10)
		1,921.00	260.01
	Unsecured considered good		
	Balances with excise authorities	876.68	429.42
	Prepaid expenses	104.05	94.05
	Advance to vendors	588.31	696.56
	Security deposits	73.18	34.25
	Total	**3,563.22**	**1,514.29**

		As at 31 March 2015	As at 31 March 2014
17.	**Other current assets**		
	Unsecured considered good		
	Foreign currency receivable on account of forward contracts	-	32.59
	Other receivables	156.24	-
	Total	**156.24**	**32.59**

			Year ended 31 March 2015	Year ended 31 March 2014
18.	**Revenue from operations**	note		
	Sale of products	(i)	51,344.17	23,263.13
	Less: Sales tax		1,182.95	929.52
			50,161.22	22,333.61
	Sale of services		652.16	850.46
	Other operating revenues	(ii)	863.92	273.47
		Total	**51,677.30**	**23,457.54**

Note:

(i) Refer note 36 (a) for information on sale of products

(ii) Other operating revenue primarily comprises of contractual income (Refer note 4 (i)) of ₹ 344.95 (2014 - ₹ 213.45) and export benefit of ₹ 368.81 (2014 - ₹ 42.65)

		Year ended 31 March 2015	Year ended 31 March 2014
19.	**Other income**		
	Dividend received from others - non-trade investments	9.45	0.14
	Exchange gain (net)	210.86	-
	Interest income	275.75	364.91
	Guarantee commission	329.66	295.87
	Miscellaneous income	23.69	10.42
	Total	849.41	671.34

(All amounts in million of Indian Rupees, unless otherwise stated)

		Year ended 31 March 2015	Year ended 31 March 2014
20. Cost of material consumed			
Consumption of raw material		12,251.13	3,376.53
Consumption of packing material		2,838.94	1,177.34
Consumables		550.19	124.99
	Total	**15,640.26**	**4,678.86**

		Year ended 31 March 2015	Year ended 31 March 2014
21. Purchases of stock-in-trade			
Purchases of stock-in-trade		1,739.54	1,599.71
	Total	**1,739.54**	**1,599.71**

		Year ended 31 March 2015	Year ended 31 March 2014
22. Changes in inventories of finished goods, work-in-process and stock-in-trade	**Note**		
(Increase)/decrease in inventories of finished goods, work-in-process and stock-in-trade		(696.53)	(52.30)
	Total	**(696.53)**	**(52.30)**
(Increase)/decrease in stocks			
At year end			
Stock of finished goods		1,374.07	621.45
Stock-in-trade		80.37	141.62
Work-in-process		1,812.78	123.75
		3,267.22	**886.82**
At the beginning of the year	(i)		
Stock of finished goods		916.93	532.55
Stock-in-trade		147.84	239.20
Work-in-process		1,505.92	62.77
		2,570.69	**834.52**
	Total	**(696.53)**	**(52.30)**
(i) Amounts recorded upon amalgamation as of 1 April 2014 (Refer note 1A)			
Stock of finished goods		295.48	-
Stock-in-trade		6.22	-
Work-in-process		1,382.17	-

		Year ended 31 March 2015	Year ended 31 March 2014
23. Employee benefit expenses			
Salaries and wages		6,270.35	3,717.44
Contribution to provident and other funds		208.45	131.82
Staff welfare expenses		143.74	104.27
	Total	**6,622.54**	**3,953.53**

		Year ended 31 March 2015	Year ended 31 March 2014
24. Finance cost			
Interest expenses on			
- Term loan		161.13	221.97
- Others		164.23	125.77
Less: Interest capitalised		(23.47)	(37.96)
	Total	**301.89**	**309.78**

(All amounts in million of Indian Rupees, unless otherwise stated)

		Year ended 31 March 2015	Year ended 31 March 2014
25.	**Depreciation and amortisation expenses**		
	Depreciation on tangible assets	726.42	263.25
	Amortisation on intangible assets	468.18	38.75
	Total	**1,194.60**	**302.00**

		Year ended 31 March 2015	Year ended 31 March 2014
26.	**Other expenses**		
	Labour charges	691.90	254.87
	Power, fuel and water charges	884.25	141.86
	Stores and spares consumed	488.27	225.55
	Repairs and maintenance - plant and machinery	101.73	36.63
	Repairs and maintenance - building	54.49	10.00
	Repairs and maintenance - others	498.93	209.94
	Rent	338.83	241.40
	Other manufacturing expenses	124.71	137.97
	Incentive and commission	699.84	470.98
	Directors meeting fees	1.33	0.86
	Legal and professional expenses	535.74	150.05
	Selling and marketing expenses	1,225.91	1,165.15
	Sales promotion expenses	1,387.97	1,010.28
	Export commission	74.66	90.11
	Commission on sales	66.54	91.22
	Travelling expenses	1,376.89	1,115.29
	Freight outward	1,288.98	391.16
	Telephone expenses	53.40	33.59
	Rates and taxes	170.15	48.60
	Provision for doubtful debts	308.53	12.00
	Insurance premium	63.95	40.52
	Electricity charges	154.77	57.81
	Auditors' remuneration		
	- Audit fees	11.71	6.50
	- Out of pocket expenses	0.99	0.06
	Loss on sale of assets	24.74	2.20
	Exchange loss (net)	-	278.44
	Other operating expenses	2,271.10	1,646.52
		12,900.31	**7,869.56**

(All amounts in million of Indian Rupees, unless otherwise stated)

27. SIGNIFICANT ACCOUNTING POLICIES

i) Basis of Preparation

These financial statements are prepared in accordance with Indian Generally Accepted Accounting Principles (GAAP) under the historical cost convention on the accrual basis except for certain financial instruments which are measured at fair values. GAAP comprises mandatory accounting standards as prescribed under Section 133 of the Companies Act, 2013 ('the Act') read with Rule 7 of the Companies (Accounts) Rules, 2014, the provisions of the Act (to the extent notified) and guidelines issued by the Securities and Exchange Board of India (SEBI). Accounting policies have been consistently applied except where a newly-issued accounting standard is initially adopted or a revision to an existing accounting standard requires a change in the accounting policy hitherto in use.

ii) Amalgamation

The amalgamation is accounted for under the "Pooling of Interests method" as prescribed under Accounting Standard -14 "Accounting for Amalgamations" and has been effected in the financial statements. Pursuant to the scheme, the difference between the net assets acquired and cost of investments of the Company together with the shares to be issued to the public shareholders of GGL has been adjusted in the general reserves.

iii) Use of estimates

The preparation of financial statements in conformity with the principles generally accepted in India requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and the disclosure of contingent liabilities on the date of financial statements and the reported amounts of revenues and expenses during the reporting period. Examples of such estimates include transfer pricing related adjustments, provision against litigations, provisions of future obligation under employee benefit plans, useful lives of fixed assets, provision for expiry of drugs and impairment of assets. Although these estimates are based upon management's knowledge of current events and actions, actual results could differ from those estimates and revisions, if any, are recognised in the current and future periods.

iv) Fixed assets (tangible and intangibles), depreciation and amortisation

Fixed assets are stated at cost less accumulated depreciation and amortisation. The Company capitalises all costs relating to the acquisition and installation of fixed assets. Expenditure directly related to bringing the asset ready for use are also capitalised.

Depreciation is provided using the straight line method, pro-rata to the period of use of assets, based on the useful lives of fixed assets as estimated by management. Brands/Intellectual property rights are amortised from the month of products launch/commercial production, over the estimated economic life not exceeding 10 years.

The Company has estimated the useful life of its assets as follows:

Category	Estimated useful life (in years)
Tangible	
Factory and other building	30 - 55
Plant and equipment	8 - 21
Vehicles	5 - 6
Office equipments, furniture and fixture	4 - 21
Intangible	
Computer software	5
Brands	5 - 10
Product marketing rights	5 - 10

Leasehold land and improvements are depreciated over the estimated useful life, or the remaining period of lease from the date of capitalisation, whichever is shorter.

v) Borrowing costs

Borrowing costs that are attributable to the acquisition and construction of a qualifying asset are capitalised as a part of the cost of the asset. Other borrowing costs are recognised as an expense in the year in which they are incurred.

vi) Impairment of assets

The Company assesses at each Balance Sheet date whether there is any indication that assets may be impaired. If any such indication exists, the Company estimates the recoverable amount of the cash generating unit to which the assets belong. If the recoverable amount of the cash generating unit to which the assets belong is less than its carrying amount, the carrying amount is reduced to its recoverable amount. The recoverable amount is higher of the value in use and realisable value. The reduction is treated as an impairment loss and is recognised in the Statement of Profit and Loss. If, at the Balance Sheet date, there is an indication that if a previously assessed impairment loss no longer exists, the recoverable amount is reassessed and the asset is reflected at the recoverable amount.

vii) Foreign currency transactions

a) Foreign currency transactions are recorded at the exchange rates prevailing on the date of such transactions. Monetary assets and liabilities as at the Balance Sheet date are translated at the rates of exchange prevailing at the date of the Balance Sheet. Gain/Loss arising on account of differences in foreign exchange rates on settlement/translation of monetary assets and liabilities are recognised in the Statement of Profit and Loss, unless they are considered as an adjustment to borrowing costs, in which case they are capitalised along with the borrowing cost.

(All amounts in million of Indian Rupees, unless otherwise stated)

b) Forward contracts entered into by the Company to hedge the risk of existing assets or liabilities are accounted for as per guidance contained in AS 11 'The Effects of Changes in Exchange Rates (revised 2003)'. The premium or discount arising at the inception of forward exchange contracts is amortised as expense or income over the life of the contract. Exchange difference on such contracts are recognised in the Statement of Profit and Loss in the year in which the exchange rates change. Any profit or loss arising on cancellation or renewal of forward exchange contract is recognised as income or as expense for the year. Forward exchange contracts outstanding as at the year end on account of firm commitment or highly probable transactions are marked to market. The losses, if any are recognised in the Statement of Profit and Loss, and gains are ignored in accordance with the Announcement of the Institute of Chartered Accountants of India on 'Accounting for Derivatives' issued in March 2008.

viii) Investments

Long term investments are stated at cost. Long term investments are assessed at each balance sheet date for conditions of diminution that are other than temporary in nature. Where such conditions exist and concluded to be other than temporary in nature, a provision is created to reduce the carrying value of investments suitably.

ix) Inventories

Inventories of finished goods, raw materials , packing materials, consumable store and spares are valued at cost or net realisable value, whichever is lower. Cost of raw materials and packing materials is ascertained on the basis of specific identification method. Cost of work-in-process and finished goods include the cost of materials consumed, labour and manufacturing overheads. Excise and customs duty accrued on production or import of goods, as applicable, is included in the valuation of inventories.

Net realisable value is the estimated selling price in the ordinary course of business, less the estimated costs of completion and selling expenses.

The Company considers several factors in determining the allowance for slow moving, obsolete and other non-saleable inventory including estimated shelf life, planned product discontinuances, price changes, ageing of inventory and introduction of competitive new products, to the extent each of these factors impact the Company's business and markets.

x) Employee benefits

Defined contribution plans

Provident fund

Provident fund benefit is a defined contribution plan under which the Company pays fixed contribution into funds established under Employees Provident Fund and Miscellaneous Provisions Act, 1952. The Company has no legal or constructive obligation to pay further contributions after payment of the fixed contribution. The contributions recognised in respect of defined contribution plan are expensed in the Statement of Profit and Loss. Liabilities and assets may be recognised if underpayment or prepayment has occurred and are included in current liabilities or current assets, respectively as they are normally of a short term nature.

Defined benefit plans

Gratuity

Benefits payable to eligible employees of the Company with respect to gratuity, a defined benefit plan is accounted for on the basis of an actuarial valuation as at the balance sheet date. In accordance with the Payment of Gratuity Act, 1972, the plan provides for lump sum payments to vested employees upon retirement, death while in service or upon termination of employment in an amount equivalent to 15 days basic salary for each completed year of service. Vesting occurs upon completion of five years of service. The Company contributes premium towards gratuity liability arrived by actuarial valuation performed by an independent actuary.

Compensated absence

Liability in respect of compensated absences becoming due or expected to be availed within one year from the balance sheet date is recognised on the basis of undiscounted value of estimated amount required to be paid or estimated value of benefit expected to be availed by the employees. Liability in respect of compensated absences becoming due or expected to be availed more than one year after the balance sheet date is estimated on the basis of an actuarial valuation performed by an independent actuary.

Actuarial valuation

The actuarial valuation method used for measuring the liability either Gratuity or Compensated absence is the Projected Unit Credit method. The estimate of future salary increases considered takes into account the inflation, seniority, promotion and other relevant factors. The expected rate of return on plan assets is the Company's expectation of the average long term rate of return expected on investments of the fund during the estimated term of the obligations. Actuarial gain/losses are recognised in the Statement of Profit and Loss in the year they are determined.

xi) Revenue recognition

Sale of goods

Revenue is recognised when the significant risks and rewards of ownership have been transferred to the buyer, recovery of the consideration is probable, the associated costs and possible return of goods can be estimated reliably. Revenue from the sale of goods includes excise duty and is net of sales tax and is measured at the fair value of the consideration received or receivable, net of returns and applicable trade discounts and allowances.

(All amounts in million of Indian Rupees, unless otherwise stated)

Services

Revenue from services rendered is recognised in Statement of Profit and Loss as the underlying services are performed.

Export entitlements

Export entitlements from government authorities are recognised in Statement of Profit and Loss when the right to receive credit as per the terms of the scheme is established in respect of the exports made by the Company, and where there is no significant uncertainty regarding the ultimate collection of the relevant export proceeds.

Dividend, Interest income and guarantee commission

Dividend income is recognised when the unconditional right to receive the income is established. Interest income is recognised on the time basis determined by the amount outstanding and the rate applicable and where no significant uncertainty as to measurability or collectability exists. Guarantee commission is recognised in the Statement of Profit and Loss based on contractual terms.

xii) Research and development expenditure

Capital expenditure on research and development (R&D) is capitalised as fixed assets. Development cost relating to the new and improved product and/or process development is recognised as an intangible asset to the extent that it is expected that such asset will generate future economic benefits. Other research and development costs are recognised as expense in the Statement of Profit and Loss as incurred.

xiii) Taxation

Current tax

Current tax is determined as the amount of tax payable under the provision of Income Tax Act, 1961, in respect of taxable income for the year.

Deferred tax

Deferred income taxes reflect the impact of current year timing differences between taxable income and accounting income for the year and reversal of timing differences of earlier years. Deferred tax is measured based on the tax rates and the tax laws enacted or substantively enacted at the balance sheet date. Deferred tax assets are recognised only to the extent that there is reasonable certainty that sufficient future taxable income will be available against which such deferred tax assets can be realised. In respect of carry forward losses and unabsorbed depreciation, deferred tax assets are recognised only to the extent there is a virtual certainty supported by convincing evidence that sufficient future taxable income will be available against which such losses can be set off.

Minimum alternate tax (MAT) paid in accordance with tax laws, which gives future economic benefits in the form of adjustment to future income tax liability, is considered as an asset if there is a reasonable certainty that the entity will pay normal income tax in future years. MAT credit recognised as an asset is reviewed at each Balance Sheet date and written down to the extent the aforesaid reasonable certainty no longer exists.

xiv) Leases

Finance leases

Assets acquired under finance lease are recognised as assets with corresponding liabilities in the Balance Sheet at the inception of the lease at amounts equal to lower of the fair value of the leased asset or at the present value of the minimum lease payments. These leased assets are depreciated in line with the Company's policy on depreciation of fixed assets. The interest is allocated to periods during the lease term so as to produce a constant periodic rate of interest on the remaining balance of the liability for each period.

Operating leases

Lease rent in respect of assets taken on operating lease are charged to the Statement of Profit and Loss as per the terms of lease agreements.

xv) Employee stock option schemes (ESOS)

The Company accounts for compensation expense under the Employee Stock Option Schemes using the intrinsic value method as permitted by the Guidance Note on "Accounting for Employee Share-based Payments" issued by the Institute of Chartered Accountants of India. The difference between the market price and the exercise price as at the date of the grant is treated as compensation expense and charged over the vesting period.

xvi) Provisions and contingent liabilities

The Company recognises a provision when there is a present obligation as a result of a past event that probably requires an outflow of resources and a reliable estimate can be made of the amount of the obligation. A disclosure for a contingent liability is made when there is a possible obligation or a present obligation that may, but probably will not, require an outflow of resources. Where there is a possible obligation or a present obligation that the likelihood of outflow of resources is remote, no provision or disclosure is made.

xvii) Segment reporting

The Company has only one business segment – Pharmaceuticals. The analysis of geographical segments is based on the geographical areas in which the Company operates.

xviii) Cash and cash equivalents

Cash comprises cash on hand and demand deposits with banks. Cash equivalents are short-term balances (with an original maturity of three months or less from the date of acquisition), highly liquid investments that are readily convertible into known amounts of cash and which are subject to insignificant risk of changes in value.

(All amounts in million of Indian Rupees, unless otherwise stated)

		31 March 2015	31 March 2014
28.	**CONTINGENT LIABILITIES AND COMMITMENTS NOT PROVIDED FOR**		
(i)	**Contingent Liabilities**		
(a)	**Claims against the company not acknowledged as debts**		
	Labour dispute	9.75	0.07
	Disputed taxes and duties	223.92	123.96
(b)	**Guarantees**		
	Bank guarantees	73.82	60.18
	Letter of comfort on behalf of subsidiaries		
	Glenmark Distributors SP z.o.o., Poland	218.73	721.08
	Glenmark Generics Ltd., India	-	1,500.00
	Glenmark Holding S. A., Switzerland	34,684.73	25,237.80
	Glenmark Impex L.L.C., Russia	2,608.59	2,297.07
	Glenmark Farmaceutica Ltda., Brazil	1,374.89	1,111.67
	Glenmark Pharmaceuticals S.R.L., Romania	68.27	562.94
	Glenmark Pharmaceuticals S.R.O., Czech Republic	249.98	480.72
	Glenmark Pharmaceuticals SK, s.r.o., Slovak Republic	-	135.20
	Glenmark Generics Finance S. A., Switzerland	12,925.98	-
(c)	**Others**		
	Open letters of credit	827.87	223.22
	Indemnity bonds for Customs	2,775.23	393.71

(d) In January 2014, the National Pharma Pricing Authority (NPPA) issued a demand notice of ₹ 150 towards overpricing of product "Doxovent 400 mg tab". The Company has filed a petition under Article 32 with the Hon'ble Supreme Court of India (Hon'ble Court), challenging the issue of the above mentioned demand notice on various grounds. This petition has been tagged alongwith another petition filed by another pharmaceutical company, pending before supreme court relating to the inclusion criteria of certain drugs including "Theophylline" in the schedule of the DPCO, 1995, both matters are sub-judice before the Hon'ble Court.

The Hon'ble Court passed an ad-interim order staying any coercive steps against the Company.

The Hon'ble Court has constituted a special bench to hear the petition (along with other petitions filed in this regard) and the matter is expected to be listed in due course.

The company based on legal advise, does not forsee any liability devolving in this regard.

(e) Merck Sharp & Dohme Pharmaceuticals Private Limited ('Merck'), the Indian affiliate of Merck & Co. Inc., USA had filed a suit for infringement and was seeking permanent injunction in the Hon'ble High Court at Delhi to restrain the Company from manufacturing and sale of generic versions of Merck's product Januvia (Sitagliptin Phosphate Monohydrate). The petition was dismissed by the single bench of the Hon'ble High Court at Delhi and Merck had filed an appeal before the divisional bench of the Hon'ble High Court at Delhi. On 20 March 2015, the High Court of Delhi injuncted the Company from making and marketing the product Zita and Zita-Met.

The Hon'ble Supreme Court of India on Special Leave Petition filed by the Company directed the trial to be expedited and completed by 30 June 2015 and daily hearing before Single Judge, Delhi High Court from 6 July 2015.

The Supreme Court permitted the Company to continue selling the existing stock while restrained from further manufacturing of the said products.

(ii) Commitments

(a) Estimated amount of contracts remaining to be executed on capital account, net of advances, not provided for as at 31 March 2015 aggregate ₹ 485.18 (2014 - ₹ 590.05).

(b) Estimated amount of contracts remaining to be executed on other than capital commitment, net of advances, not provided for as at 31 March 2015 aggregate ₹ 2,260.74 (2014 - ₹ 203.94).

(All amounts in million of Indian Rupees, unless otherwise stated)

29. EARNINGS PER SHARE

Basic earnings per share is calculated by dividing the net profit for the year attributable to equity shareholders by the weighted average number of equity shares outstanding during the year.

For the purpose of calculating diluted earnings per share, the weighted average number of shares outstanding are adjusted for the effects of all dilutive potential equity shares from the exercise of options on unissued share capital.

The calculations of earnings per share (basic and diluted) are based on the earnings and number of shares as computed below.

	2014-2015	2013-2014
Profit after tax for the financial year (attributable to equity shareholders)	10,075.25	4,338.24
Reconciliation of number of shares:		
Weighted average number of shares:	**No. of Shares in Million**	**No. of Shares in Million**
For basic earnings per share	271.26	271.03
Add:		
Deemed exercise of options on unissued equity share capital	0.09	0.12
For diluted earnings per share	**271.35**	**271.15**
Earnings per share (nominal value ₹ 1 each)	₹	₹
Basic	37.14	16.01
Diluted	37.13	16.00

30. SEGMENT INFORMATION

Business segments

The Company is primarily engaged in a single segment business of pharmaceuticals and is managed as one entity, for its various activities and manufacturing and marketing of pharmaceuticals is governed by a similar set of risks and returns.

Geographical segments

In the view of the management, the Indian and export markets represent geographical segments.

Revenue by market - The following is the distribution of the Company's sale (of products and services) by geographical markets :

	2014-2015	2013-2014
Geographical segment		
India	18,575.83	14,656.49
Other than India	31,416.27	8,079.08
Total	**49,992.10**	**22,735.57**

The following table shows the carrying amount of segment assets and additions to fixed assets by geographical area in which the assets are located:

	India	Others*	India	Others*
	2014-2015	2014-2015	2013-2014	2013-2014
Carrying amount of segment assets	59,057.89	17,450.46	34,939.94	7,355.98
Additions to fixed assets	2,084.98	-	2,045.27	-

* Others represent receivables from debtors located outside India including those related to deemed exports and cash and bank balances of branches outside India.

(All amounts in million of Indian Rupees, unless otherwise stated)

31. RELATED PARTY DISCLOSURES

In accordance with the requirements of Accounting Standard - 18 "Related Party Disclosures", the names of the related parties where control exists and/or with whom transactions have taken place during the year and description of relationships, as identified and certified by the management are as follows:

a)	**Parties where direct/indirect control exists**
i)	**Subsidiary companies**
	Glenmark Pharmaceuticals (Europe) R&D Ltd., U.K. (formerly known as Glenmark Pharmaceuticals Europe Ltd., U.K.)
	Glenmark Pharmaceuticals Europe Ltd., U.K. (formerly known as Glenmark Generics (Europe) Ltd., U.K.)
	Glenmark Pharmaceuticals S.R.O., Czech Republic
	Glenmark Pharmaceuticals SK, s.r.o., Slovak Republic
	Glenmark Pharmaceuticals S. A., Switzerland
	Glenmark Holding S. A., Switzerland
	Glenmark Generics Finance S. A., Switzerland
	Glenmark Pharmaceuticals S.R.L., Romania
	Glenmark Distributors SP z.o.o., Poland
	Glenmark Pharmaceuticals SP z. o.o., Poland
	Glenmark Pharmaceuticals Inc., USA (formerly known as Glenmark Generics Inc., USA)
	Glenmark Therapeutics Inc., USA
	Glenmark Farmaceutica Ltda., Brazil
	Glenmark Generics SA., Argentina
	Glenmark Pharmaceuticals Mexico, S.A. DE C.V., Mexico
	Glenmark Pharmaceuticals Peru SAC., Peru
	Glenmark Pharmaceuticals Colombia SAS, Colombia (formerly known as Glenmark Pharmaceuticals Colombia Ltda., Colombia)
	Glenmark Uruguay S.A., Uruguay
	Glenmark Pharmaceuticals Venezuela., C.A , Venezuela
	Glenmark Dominicana, SRL, Dominican Republic
	Glenmark Pharmaceuticals Egypt S.A.E., Egypt
	Glenmark Pharmaceuticals FZE., United Arab Emirates
	Glenmark Impex L.L.C., Russia
	Glenmark Philippines Inc., Philippines
	Glenmark Pharmaceuticals (Nigeria) Ltd., Nigeria
	Glenmark Pharmaceuticals Malaysia Sdn Bhd., Malaysia
	Glenmark Pharmaceuticals (Australia) Pty Ltd., Australia
	Glenmark South Africa (Pty) Ltd., South Africa
	Glenmark Pharmaceuticals South Africa (Pty) Ltd., South Africa
	Glenmark Pharmaceuticals B.V., Netherlands (formerly known as Glenmark Generics B.V., Netherlands)
	Glenmark Arzneimittel Gmbh., Germany
	Glenmark Pharmaceuticals Canada Inc., Canada (formerly Known as Glenmark Generics Canada, Inc., Canada)
	Glenmark Pharmaceuticals Kenya Ltd., Kenya
	Glenmark Therapeutics AG, Switzerland
ii)	**Investment in Joint Venture**
	Glenmark Pharmaceuticals (Thailand) Co. Ltd., Thailand
iii)	**Enterprise over which key managerial personnel excercise significant influence**
	Glenmark Foundation
	Glenmark Aquatic Foundation
b)	**Related party relationships where transactions have taken place during the year**
	Subsidiary Companies/Joint Venture/Enterprise over which key managerial personnel excercise significant influence
	Glenmark Farmaceutica Ltda., Brazil
	Glenmark Philippines Inc., Philippines
	Glenmark Pharmaceuticals (Nigeria) Ltd., Nigeria
	Glenmark Pharmaceuticals S.A., Switzerland
	Glenmark Pharmaceuticals Malaysia Sdn. Bhd., Malaysia
	Glenmark Impex L.L.C., Russia
	Glenmark Holding S.A., Switzerland
	Glenmark Pharmaceuticals Peru SAC., Peru
	Glenmark Pharmaceuticals Venezuela., C.A, Venezuela

(All amounts in million of Indian Rupees, unless otherwise stated)

	Glenmark Pharmaceuticals FZE., United Arab Emirates
	Glenmark Pharmaceuticals Egypt S.A.E., Egypt
	Glenmark Generics SA., Argentina
	Glenmark Pharmaceuticals (Europe) R&D Ltd., U.K. (formerly known as Glenmark Pharmaceuticals Europe Ltd., U.K.)
	Glenmark Pharmaceuticals Europe Ltd., U.K. (formerly known as Glenmark Generics (Europe) Ltd., U.K.)
	Glenmark Pharmaceuticals Inc., USA (Formerly known as Glenmark Generics Inc., USA)
	Glenmark Pharmaceuticals s.r.o., Czech Republic
	Glenmark Therapeutics Inc., USA
	Glenmark Pharmaceuticals (Thailand) Co. Ltd., Thailand
	Glenmark Dominicana SA., Dominican Republic
	Glenmark Pharmaceuticals SP z.o.o., Poland
	Glenmark Distributor SP z.o.o., Poland
	Glenmark Pharmaceuticals SK, s.r.o., Slovak Republic
	Glenmark Pharmaceuticals S.R.L., Romania
	Glenmark Pharmaceuticals South Africa (Pty) Ltd., South Africa
	Glenmark Pharmaceuticals Kenya Ltd., Kenya
	Glenmark Pharmaceuticals Colombia SAS, Colombia (Formerly known as Glenmark Pharmaceuticals Colombia Ltda., Colombia)
	Glenmark Pharmaceuticals Mexico, S.A. DE C.V., Mexico
	Glenmark Pharmaceuticals (Australia) Pty Ltd., Australia
	Glenmark Generics Finance S.A., Switzerland
	Glenmark Foundation
	Glenmark Aquatic Foundation
c)	**Key Management Personnel**
	Mr. Glenn Saldanha (Chairman & Managing Director)
	Mrs. Cherylann Pinto (Executive Director)
	Mr. Rajesh Desai (Executive Director)
	Mr. Sanjay Kumar Chowdhary (Company Secretary & Compliance Officer)
d)	**Transactions with related parties during the year**

	2014-2015	2014-2015	2013-2014	2013-2014
Subsidiary company				
1. Sale of materials & services		25,731.60		4,770.15
Glenmark Pharmaceuticals S.A., Switzerland-(services)	634.05		831.05	
Glenmark Farmaceutica Ltda., Brazil	163.51		188.13	
Glenmark Phillipines Inc., Philippines	148.78		134.30	
Glenmark Impex L.L.C., Russia	2,253.92		2,506.54	
Glenmark Generics Ltd., India	-		21.41	
Glenmark Pharmaceuticals (Nigeria) Ltd., Nigeria	87.79		64.31	
Glenmark Pharmaceuticals South Africa (Pty) Ltd., South Africa	105.78		203.83	
Glenmark Pharmaceuticals Venezuela., C.A , Venezuela	1,824.34		521.25	
Glenmark Pharmaceuticals Peru SAC., Peru	34.22		28.70	
Glenmark Pharmaceuticals (Thailand) Co. Ltd., Thailand	-		0.29	
Glenmark Pharmaceuticals Kenya Ltd, Kenya	213.94		70.75	
Glenmark Pharmaceuticals Colombia SAS, Colombia (Formerly known as Glenmark Pharmaceuticals Colombia Ltda., Colombia)	0.73		0.10	
Glenmark Pharmaceuticals Mexico, S.A. DE C.V., Mexico	164.91		44.07	
Glenmark Pharmaceuticals Malaysia Sdn Bhd., Malaysia	301.36		155.42	
Glenmark Pharmaceuticals Inc., USA (Formerly known as Glenmark Generics Inc., USA)	17,790.19		-	
Glenmark Pharmaceuticals S.R.O., Czech Republic	255.84		-	
Glenmark Pharmaceuticals Europe Ltd., U.K. (formerly known as Glenmark Generics (Europe) Ltd., U.K.)	1,752.24		-	

NOTES TO THE FINANCIAL STATEMENTS

(All amounts in million of Indian Rupees, unless otherwise stated)

		2014-2015	2014-2015	2013-2014	2013-2014
2.	Purchase of materials & services		420.45		999.23
	Glenmark Generics Ltd., India	-		696.57	
	Glenmark Generics SA., Argentina	6.57		0.13	
	Glenmark Pharmaceuticals (Europe) R&D Ltd., U.K. (formerly known as Glenmark Pharmaceuticals Europe Ltd., U.K.)	216.14		173.14	
	Glenmark Pharmaceuticals Inc., USA (formerly known as Glenmark Generics Inc., USA)	43.48		-	
	Glenmark Therapeutics Inc., USA	36.28		32.95	
	Glenmark Pharmaceuticals FZE., United Arab Emirates	82.99		76.43	
	Glenmark Pharmaceuticals Malaysia Sdn Bhd., Malaysia	-		20.01	
	Glenmark Pharmaceuticals S.R.O., Czech Republic	1.33		-	
	Glenmark Pharmaceuticals SP z.o.o., Poland	1.04		-	
	Glenmark Farmaceutica Ltda., Brazil	32.62		-	
3.	Investment in share capital		6,728.09		567.71
	Glenmark Pharmaceuticals (Nigeria) Ltd., Nigeria	15.26		16.25	
	Glenmark Pharmaceuticals Egypt S.A.E., Egypt	49.49		56.28	
	Glenmark Dominicana, SRL, Dominican Republic	-		0.04	
	Glenmark Pharmaceuticals Mexico, S.A. DE C.V., Mexico	388.11		243.29	
	Glenmark Pharmaceuticals Peru SAC., Peru	-		52.71	
	Glenmark Pharmaceuticals Colombia SAS, Colombia (formerly known as Glenmark Pharmaceuticals Colombia Ltda., Colombia)	10.63		-	
	Glenmark Pharmaceuticals Venezuela., C.A , Venezuela	112.54		30.96	
	Glenmark Pharmaceuticals (Australia) Pty Ltd., Australia	-		1.67	
	Glenmark Pharmaceuticals Kenya Ltd., Kenya	-		97.11	
	Glenmark Pharmaceuticals Malaysia Sdn.Bhd., Malaysia	-		69.40	
	Glenmark Holding S.A., Switzerland (Loan Converted to Equity)	1,802.44		-	
	Glenmark Generics Finance S.A., Switzerland (Loan Converted to Equity)	4,349.62		-	
4.	Share Application Money		82.47		83.90
	Glenmark Pharmaceuticals Venezuela., C.A , Venezuela	19.39		25.46	
	Glenmark Pharmaceuticals Mexico, S.A. DE C.V., Mexico	-		51.84	
	Glenmark Pharmaceuticals Peru SAC., Peru	40.23		-	
	Glenmark Pharmaceuticals Colombia SAS, Colombia (formerly known as Glenmark Pharmaceuticals Colombia Ltda., Colombia)	9.22		6.60	
	Glenmark Pharmaceuticals Egypt S.A.E., Egypt	13.61		-	
	Glenmark Dominicana, SRL, Dominican Republic	0.02		-	
5.	Sale of fixed assets to		3.02		12.52
	Glenmark Generics Ltd., India	-		12.52	
	Glenmark Pharmaceuticals Kenya Ltd, Kenya	3.02		-	
6.	Purchase of fixed assets		-		0.59
	Glenmark Generics Ltd., India	-		0.59	
7.	Loan given to		6,877.91		5,836.13
	Glenmark Holding S.A., Switzerland	6,369.63		5,836.13	
	Glenmark Pharmaceuticals (Thailand) Co. Ltd.	2.69		-	
	Glenmark Pharmaceuticals Egypt S.A.E., Egypt	10.79		-	
	Glenmark Generics Finance S.A., Switzerland	494.80		-	
8.	Loan and interest repaid by		5,340.02		10,032.71
	Glenmark Holding S.A., Switzerland	5,329.22		5,329.96	
	Glenmark Generics Ltd., India	-		4,702.75	
	Glenmark Pharmaceuticals Egypt S.A.E., Egypt	10.80		-	
9.	Interest on loan given		263.44		361.90
	Glenmark Holding S.A., Switzerland	143.43		126.71	
	Glenmark Pharmaceuticals (Nigeria) Ltd., Nigeria	4.23		4.16	
	Glenmark Generics Ltd., India	-		216.07	
	Glenmark Pharmaceuticals Kenya Ltd., Kenya	14.88		14.64	
	Glenmark Pharmaceuticals (Thailand) Co. Ltd.	0.46		0.32	
	Glenmark Pharmaceuticals Egypt S.A.E., Egypt	0.41		-	
	Glenmark Generics Finance S.A., Switzerland	100.03		-	

(All amounts in million of Indian Rupees, unless otherwise stated)

	2014-2015	2014-2015	2013-2014	2013-2014
10. Expenses paid on behalf of Glenmark Pharmaceuticals Ltd., India		1,544.23		160.75
Glenmark Generics Ltd., India	-		0.33	
Glenmark Impex L.L.C., Russia	40.42		99.10	
Glenmark Pharmaceuticals (Europe) R&D Ltd., U.K. (formerly known as Glenmark Pharmaceuticals Europe Ltd., U.K.)	26.56		1.77	
Glenmark Pharmaceuticals Europe Ltd., U.K. (formerly known as Glenmark Generics (Europe) Ltd., U.K.)	79.84		10.55	
Glenmark Pharmaceuticals s.r.o., Czech Republic	6.38		-	
Glenmark Generics SA., Argentina	0.28		-	
Glenmark Pharmaceuticals SP Z.o.o., Poland	-		0.03	
Glenmark Pharmaceuticals (Nigeria) Ltd., Nigeria	4.30		12.89	
Glenmark Pharmaceuticals Inc., USA (formerly known as Glenmark Generics Inc., USA) [Refer note 4]	1,347.72		36.08	
Glenmark Pharmaceuticals S.A., Switzerland	0.74		-	
Glenmark Farmaceutica Ltda., Brazil	5.30		-	
Glenmark Pharmaceuticals Kenya Ltd, Kenya	32.14		-	
Glenmark Pharmaceuticals S.R.L., Romania	0.55		-	
11. Expenses paid on behalf of		23.65		227.82
Glenmark Generics Ltd., India	-		171.30	
Glenmark Pharmaceuticals (Europe) R&D Ltd., U.K. (formerly known as Glenmark Pharmaceuticals Europe Ltd., U.K.)	4.25		12.60	
Glenmark Pharmaceuticals Europe Ltd., U.K. (formerly known as Glenmark Generics (Europe) Ltd., U.K.)	1.01		0.15	
Glenmark Pharmaceuticals s.r.o., Czech Republic	12.63		4.69	
Glenmark Pharmaceuticals S. A., Switzerland	1.31		3.05	
Glenmark Therapeutics Inc., USA	2.61		3.78	
Glenmark Pharmaceuticals Inc., USA (Formerly known as Glenmark Generics Inc., USA)	-		32.25	
Glenmark Farmaceutica Ltda., Brazil	1.65		-	
Glenmark Generics SA., Argentina	0.19		-	
12. Reimbursement of expenses to Glenmark Access Ltd. (formerly known as Glenmark Exports Ltd.)		-		(4.85)
13. Reimbursement of Representative office expenses to Glenmark Impex L.L.C., Russia		42.67		-
14. Other Income from		329.66		295.87
Glenmark Holding S.A., Switzerland	225.04		248.01	
Glenmark Pharmaceuticals s.r.o., Czech Republic	3.24		4.61	
Glenmark Farmaceutica Ltda., Brazil	1.66		11.29	
Glenmark Pharmaceuticals SK, s.r.o., Slovak Republic	0.59		0.87	
Glenmark Distributors SP z.o.o., Poland	4.42		5.34	
Glenmark Pharmaceuticals S.R.L., Romania	2.61		3.81	
Glenmark Impex L.L.C., Russia	17.97		21.94	
Glenmark Generics Finance S.A., Swizerland	74.13			
15. Contribution paid for CSR activities to		23.50		8.00
Glenmark Foundation	18.40		8.00	
Glenmark Aquatic Foundation	5.10		-	
16. Labour charges received from Glenmark Generics Ltd., India		-		49.45
Remuneration		133.30		129.66
Key Management Personnel				
Mr. Glenn Saldanha	83.65		73.41	
Mrs. Cherylann Pinto	25.64		22.76	
Mr. Rajesh Desai	21.73		33.41	
Mr. Sanjay Kumar Chowdhary (Related party as per Companies Act, 2013)	2.22		-	
Others				
Mrs. B. E. Saldanha	0.06		0.08	

(All amounts in million of Indian Rupees, unless otherwise stated)

		As at 31 March 2015	As at 31 March 2015	As at 31 March 2014	As at 31 March 2014
e)	**Related party balances**				
	Receivable/ (Payable) from/ (to) subsidiary companies/ enterprise		14,207.15		5,011.02
	Glenmark Access Ltd. (formerly known as Glenmark Exports Ltd.)	-		67.04	
	Glenmark Farmaceutica Ltda., Brazil	278.85		123.12	
	Glenmark Philippines Inc., Philippines	102.15		60.48	
	Glenmark Pharmaceuticals S.A., Switzerland	463.78		1,493.67	
	Glenmark Holding S.A., Switzerland	3,237.88		4,065.47	
	Glenmark Pharmaceuticals (Nigeria) Ltd., Nigeria	224.79		127.03	
	Glenmark Generics Ltd., India	-		(814.63)	
	Glenmark Impex L.L.C., Russia	1,328.30		383.22	
	Glenmark Pharmaceuticals South Africa (Pty) Ltd., South Africa	109.43		71.60	
	Glenmark Pharmaceuticals FZE., United Arab Emirates	(63.54)		(42.36)	
	Glenmark Generics SA., Argentina	(4.55)		2.10	
	Glenmark Pharmaceuticals Venezuela., C.A, Venezuela	1,531.20		539.59	
	Glenmark Pharmaceuticals Malaysia Sdn.Bhd., Malaysia	333.64		151.57	
	Glenmark Pharmaceuticals Peru SAC., Peru	19.75		16.56	
	Glenmark Pharmaceuticals Europe Ltd., U.K. (formerly known as Glenmark Generics (Europe) Ltd., U.K.)	677.94		(9.98)	
	Glenmark Pharmaceuticals (Europe) R&D Ltd., U.K. (formerly known as Glenmark Pharmaceuticals Europe Ltd., U.K.)	(63.23)		(24.03)	
	Glenmark Pharmaceuticals Inc., USA (formerly known as Glenmark Generics Inc., USA)	5,556.58		(39.26)	
	Glenmark Pharmaceuticals s.r.o., Czech Republic	171.36		10.13	
	Glenmark Therapeutics Inc., USA	(21.35)		(3.17)	
	Glenmark Pharmaceuticals SK, s.r.o., Slovak Republic	(0.15)		0.28	
	Glenmark Distributors SP z.o.o., Poland	4.42		-	
	Glenmark Pharmaceuticals S.R.L., Romania	6.54		4.51	
	Glenmark Pharmaceuticals (Thailand) Co. Ltd., Thailand	7.57		4.92	
	Glenmark Uruguay S.A., Uruguay	(624.76)		(1,441.98)	
	Glenmark Pharmaceuticals Colombia SAS, Colombia (formerly known as Glenmark Pharmaceuticals Colombia Ltda., Colombia)	0.72		0.37	
	Glenmark Pharmaceuticals Kenya Ltd, Kenya	336.94		222.51	
	Glenmark Pharmaceuticals SP Z.o.o., Poland	(1.08)		(0.03)	
	Glenmark Pharmaceuticals B.V., Netherlands (formerly known as Glenmark Generics B.V., Netherlands)	(2.26)		(0.08)	
	Glenmark Pharmaceuticals Mexico S.A. DE C.V. Mexico	91.78		42.37	
	Glenmark Generics Finance S.A., Switzerland	507.75		-	
	Glenmark Foundation	(2.30)		-	
	Glenmark Aquatic Foundation	(1.00)		-	

32. OUTSTANDING DUES TO MICRO, SMALL AND MEDIUM SCALE ENTERPRISES

Based on the information available with the Company, no creditors have been identified as "supplier" within the meaning of "Micro, Small and Medium Enterprises Development (MSMED) Act, 2006". Accordingly, no disclosure under the MSMED Act are required to be given.

(All amounts in million of Indian Rupees, unless otherwise stated)

33. LEASES

The Company has taken on lease/leave and licence godowns/residential & office premises at various locations in the country.

i) The Company's significant leasing arrangements are in respect of the above godowns & premises (including furniture and fittings therein, as applicable). The aggregate lease rentals payable are charged to Statement of Profit and Loss as Rent.

ii) The Leasing arrangements which are cancellable range between 11 months to 5 years. They are usually renewable by mutual consent on mutually agreeable terms. Under these arrangements, generally refundable interest free deposits have been given. An amount of ₹ 105.42 (2014 - ₹ 100.43) towards deposit and unadjusted advance rent is recoverable from the lessors.

iii) The Company has entered into operating lease agreements for the rental of its office premises for a period of 3 to 5 years.

	31 March 2015	31 March 2014
Minimum lease payments		
Due within one year	174.35	125.04
Due later than one year and not later than five years	597.48	426.27
Due later than five years	-	-
Total	**771.83**	**551.31**

34. TAXATION

Provision for current taxation for the Company of ₹ 2,801.69 represents Minimum alternate tax pursuant to the provisions of Section 115JB of the Income Tax Act, 1961 of India.

The Finance Act, 2005 inserted sub-section (1A) to section 115JAA to grant tax credit in respect of MAT paid under Section 115JB of the Act with effect from Assessment Year 2006-07 and carry forward the credit for a period of 10 years. In accordance with the Guidance Note issued on "Accounting for credit available in respect of Minimum Alternative Tax (MAT) under the Income Tax Act 1961" by the Institute of the Chartered Accountants of India, the Company has recognised MAT Credit which is expected to be set-off against the tax liability, other than MAT in future years. Accordingly, an amount of ₹ 526.92 for the current year has been recognised as MAT Credit Entitlement.

35. EMPLOYEE BENEFITS

The disclosures as required as per the revised AS 15 are as under:

1. Brief description of the plans

The Company has various schemes for long-term benefits such as Provident Fund, Superannuation, Gratuity and Compensated absences. In case of funded schemes, the funds are recognised by the Income tax authorities and administered through appropriate authorities. The Company's defined contribution plans are Superannuation and Employees' Provident Fund and Pension Scheme (under the provisions of the Employees' Provident Funds and Miscellaneous Provisions Act, 1952) since the Company has no further obligation beyond making the contributions. The Company's defined benefit plans include Gratuity benefit and Compensated absences.

	2014-2015	2013-2014
2. Charge to the Profit and Loss Account based on contributions:		
Provident fund and other fund	194.65	116.12
	194.65	**116.12**

3. Disclosures for defined benefit plan and other long-term employee benefits based on actuarial reports as on 31st March, 2015:

	2014-2015		2013-2014	
	Gratuity	Compensated absences	Gratuity	Compensated absences
	(Funded plan)	(Funded plan)	(Funded plan)	(Funded plan)
(i) Change in defined benefit obligation				
Opening defined benefit obligation	195.93	127.23	182.58	118.74
Add: on account of amalgamation	45.29	52.39	-	-
Current service cost	44.76	37.48	22.13	9.26
Interest cost	22.34	16.65	14.61	9.50
Actuarial loss/(gain)	51.66	35.28	(12.68)	10.15
Benefits paid	(28.27)	(48.18)	(10.70)	(20.42)
Closing defined benefit obligation	**331.71**	**220.85**	**195.93**	**127.23**

(All amounts in million of Indian Rupees, unless otherwise stated)

		2014-2015		2013-2014	
		Gratuity	Compensated absences	Gratuity	Compensated absences
		(Funded plan)	(Funded plan)	(Funded plan)	(Funded plan)
(ii)	**Change in fair value of assets**				
	Opening fair value of plan assets	178.27	73.68	164.83	59.90
	Add: on account of amalgamation	23.21	23.65	-	-
	Expected return on plan assets	17.53	8.47	14.34	5.21
	Actuarial gain/(loss)	13.13	2.43	(0.90)	0.06
	Contributions by employer	-	6.84	10.70	28.93
	Benefits paid	-	-	(10.70)	(20.42)
	Closing fair value of plan assets	**232.14**	**115.07**	**178.27**	**73.68**
(iii)	**Reconciliation of present value of defined benefit obligation and the fair value of assets**				
	Present value of funded obligations as at year end	331.71	220.85	195.93	127.23
	Fair value of plan assets as at year end	(232.14)	(115.07)	(178.27)	(73.68)
	Funded liability/(asset) recognised in the Balance sheet	**99.57**	**105.78**	**17.66**	**53.55**
(iv)	**Expenses recognised in the Statement of Profit and Loss**				
	Current service cost	44.76	37.48	22.13	9.26
	Interest on defined benefit obligation	22.34	16.65	14.61	9.50
	Expected return on plan assets	(17.53)	(8.47)	(14.34)	(5.21)
	Net actuarial loss/(gain) recognised in the current year	38.53	32.86	(11.78)	10.09
	Total expenses	**88.10**	**78.52**	**10.62**	**23.64**
(v)	**Actual return on plan assets**				
	Expected return on plan assets	17.53	8.47	14.34	5.21
	Actuarial gain / (loss) on plan assets	13.13	2.43	(0.90)	0.06
	Actual return on plan assets	**30.66**	**10.90**	**13.44**	**5.27**
(vi)	**Asset information**				
	Administered by Birla Sunlife Insurance Co. Ltd., HDFC Life and LIC of India	100%	100%	100%	100%
(vii)	**Principal actuarial assumptions used**				
	Discount rate (p.a.)	8.00%-8.03%	8.00%-8.03%	9.25%	9.25%
	Expected rate of return on plan assets (p.a.)	8.03%-9.00%	8.03%-9.00%	8.70%	8.70%
	Salary Escalation rate (%)	3.75%-5.00%	3.75%-5.00%	3.75%	3.75%
(viii)	**Experience analysis**				
	Actuarial (gain)/loss on change in assumptions	29.96	17.93	(16.06)	(11.19)
	Experience (gain)/ loss on liabilities	21.70	17.35	3.38	21.34
	Actuarial (gain)/loss on obligation	**51.66**	**35.28**	**(12.68)**	**10.15**
(ix)	**Current and non-current liability**				
	Current liability	99.57	105.78	17.66	53.55
	Non current liability	-	-	-	-
(x)	Expected employer's contribution for the next year is ₹ 294.91 for Gratuity and Compensated absences.				

The development of Company's defined benefit scheme relating to Gratuity is summarised as follows:

Particulars	Defined Benefit Obligation	Fair value of plan assets	(Deficit)/Surplus
2014-15	331.71	232.14	(99.57)
2013-14	195.93	178.27	(17.66)
2012-13	182.58	164.83	(17.75)
2011-12	169.78	149.24	(20.54)
2010-11	150.87	132.51	(18.36)

(All amounts in million of Indian Rupees, unless otherwise stated)

The experience adjustment relating to Gratuity is summarised as follows:

Particulars	On plan liability (gain)/loss	On plan assets gain/(loss)
2014-15	21.70	13.13
2013-14	3.38	(0.90)
2012-13	19.24	2.16
2011-12	0.38	(5.65)
2010-11	7.32	1.24

36. PRODUCTION, SALES AND STOCK

(a) Sale of products

	2014-2015 Value	2013-2014 Value
Class of goods		
Injectibles	2,229.01	1,938.67
Liquid Orals	3,888.44	4,925.28
Lotions and Externals	2,656.37	2,196.71
Ointments and Creams	6,757.71	3,979.51
Solids and Powders	467.52	276.47
Tablets and Capsules	29,113.13	9,420.08
Aerosol Spray	526.72	256.90
Inhaler Capsules	98.06	62.24
Bulk Drug	5,324.85	-
Others	282.36	207.27
Total	**51,344.17**	**23,263.13**

1. Sales are net of sales returns, gross of sales tax and excise duty.
2. Sales quantities does not include free issues, samples and breakages.

(b) Finished goods purchased (includes samples)

	2014-2015 Value	2013-2014 Value
Class of goods		
Injectibles	394.37	310.16
Liquid Orals	88.34	43.13
Lotions and Externals	68.22	46.72
Ointments and Creams	76.47	30.58
Tablets and Capsules	898.34	1,078.94
Aerosol Spray	6.21	28.28
Solids and Powders	22.08	-
Bulk Drug	124.26	-
Others	61.25	61.90
Total	**1,739.54**	**1,599.71**

(c) Raw and packing materials consumed

	2014-2015 Value	2013-2014 Value
Products		
Pravastatin Sodium USP (NP Site2)	706.30	-
Gabapentin Usp Milled (Hikal)	591.53	-
(R)-3-[(Tert-Butoxycarbonyl)Amino]-4	368.80	-
Silver Nitrate	361.63	-
Oxcarbazepine Usp +In-House	314.04	-
Telmisartan Ip	106.40	84.24
100Ml Amber Pet Bottles (25 Mm Neck)	100.47	108.11
Cefixime Ip	150.01	144.32
Eplerenone	79.50	65.11
Orlistat Ih	71.35	85.04
Others	12,790.23	4,192.04
Total	**15,640.26**	**4,678.86**

(All amounts in million of Indian Rupees, unless otherwise stated)

(d) Break-up of materials and consumable stores consumed

	2014-2015 Value	2014-2015 Percentage	2013-2014 Value	2013-2014 Percentage
Materials				
Imported materials	3,599.24	23.85	335.36	7.36
Indigenously procured	11,490.83	76.15	4,218.51	92.64
Total	**15,090.07**	**100.00**	**4,553.87**	**100.00**
Consumable stores and spares				
Imported	-	-	-	-
Indigenously procured	550.19	100.00	124.99	100.00
Total	**550.19**	**100.00**	**124.99**	**100.00**

(e) Inventories of finished goods (manufactured)

	Opening Stock		Closing Stock	
	2014-2015	2013-2014	2014-2015	2013-2014
Class of goods	Value	Value	Value	Value
Injectibles	25.82	13.40	27.14	25.82
Liquid Orals	95.98	73.48	138.11	95.98
Lotions & Externals	62.67	47.87	78.85	62.67
Ointments and Creams	112.14	113.30	372.84	112.14
Solids and Powders	12.31	13.04	22.38	12.31
Tablets and Capsules	278.48	225.23	610.56	278.48
Aerosol Spray	22.21	37.24	40.06	22.21
Inhaler Capsules	4.59	1.82	3.89	4.59
Bulk Drugs	-	-	24.06	-
Others	7.25	7.17	56.18	7.25
Total	**621.45**	**532.55**	**1,374.07**	**621.45**

(f) Inventories of finished goods (traded)

	Opening Stock		Closing Stock	
	2014-2015	2013-2014	2014-2015	2013-2014
Class of goods	Value	Value	Value	Value
Injectibles	25.83	29.69	25.45	25.83
Liquid Orals	4.86	42.40	1.60	4.86
Lotions & Externals	2.71	22.84	6.95	2.71
Ointments and Creams	2.58	7.82	1.77	2.58
Solids and Powders	-	0.39	-	-
Tablets and Capsules	101.55	130.24	33.14	101.55
Aerosol Spray	0.51	0.92	0.16	0.51
Bulk Drugs	-	-	9.67	-
Others	3.58	4.90	1.63	3.58
Total	**141.62**	**239.20**	**80.37**	**141.62**

(All amounts in million of Indian Rupees, unless otherwise stated)

37. DISCLOSURE UNDER CLAUSE 32 OF THE LISTING AGREEMENT

	Particulars	Maximum amount outstanding during the year		As at	
		2014-2015	2013-2014	31 March 2015	31 March 2014
a)	**Loans and advances to subsidiaries/enterprise**				
	Glenmark Holding S.A., Switzerland	4,114.11	7,633.94	3,237.88	4,065.47
	Glenmark Pharmaceuticals (Nigeria) Ltd., Nigeria	53.53	65.25	53.53	49.44
	Glenmark Pharmaceuticals (Thailand) Co. Ltd., Thailand	7.57	4.91	7.57	4.36
	Glenmark Pharmaceuticals Kenya Ltd.; Kenya	124.99	138.74	124.99	123.20
	Glenmark Generics Finance S.A., Switzerland	4,678.11	-	507.75	-
				3,931.72	**4,242.47**
b)	**Receivable from subsidiary companies**				
	Glenmark Pharmaceuticals S.A., Switzerland			463.78	1,493.67
	Glenmark Farmaceutica Ltda., Brazil			297.11	123.12
	Glenmark Pharmaceuticals (Nigeria) Ltd., Nigeria			171.25	77.59
	Glenmark Philippines Inc., Philippines			102.15	60.48
	Glenmark Impex L.L.C., Russia			1,328.30	383.22
	Glenmark Access Ltd. (formerly known as Glenmark Exports Ltd.) (refer note 1A)			-	67.04
	Glenmark Pharmaceuticals South Africa (Pty) Ltd., South Africa			109.43	71.60
	Glenmark Pharmaceuticals Venezuela., C.A , Venezuela			1,531.20	539.59
	Glenmark Pharmaceuticals Peru SAC., Peru			19.75	16.56
	Glenmark Pharmaceuticals Europe Ltd., U.K. (formerly known as Glenmark Generics (Europe) Ltd., U.K.)			752.55	-
	Glenmark Pharmaceuticals s.r.o., Czech Republic			171.36	10.13
	Glenmark Pharmaceuticals SK, s.r.o., Slovak Republic			-	0.28
	Glenmark Distributors SP z.o.o., Poland			4.42	-
	Glenmark Pharmaceuticals S.R.L., Romania			6.54	4.51
	Glenmark Pharmaceuticals (Thailand) Co. Ltd., Thailand			-	0.56
	Glenmark Pharmaceuticals Kenya Ltd., Kenya			211.95	99.31
	Glenmark Pharmaceuticals Colombia SAS, Colombia (Formerly known as Glenmark Pharmaceuticals Colombia Ltda., Colombia)			0.72	0.37
	Glenmark Pharmaceuticals Mexico S.A. DE C.V. Mexico			91.78	42.37
	Glenmark Pharmaceuticals Malaysia Sdn.Bhd., Malaysia			333.64	151.57
	Glenmark Pharmaceuticals Inc., USA (formerly known as Glenmark Generics Inc., USA)			7,301.21	-
	Glenmark Generics SA., Argentina			0.21	2.10*
	* considered in Loans and advances				
c)	**Payable to subsidiaries**				
	Glenmark Pharmaceuticals FZE., United Arab Emirates			63.54	42.36
	Glenmark Farmaceutica Ltda., Brazil			18.27	-
	Glenmark Pharmaceuticals (Europe) R&D Ltd., U.K. (formerly known as Glenmark Pharmaceuticals Europe Ltd., U.K.)			63.23	24.03
	Glenmark Therapeutics Inc., USA			21.35	3.17
	Glenmark Generics Ltd., India (refer Note 1A)			-	814.63
	Glenmark Pharmaceuticals SK, s.r.o., Slovak Republic			0.15	-
	Glenmark Generics SA., Argentina			4.76	-
	Glenmark Pharmaceuticals Inc., USA (formerly known as Glenmark Generics Inc., USA)			1,744.63	39.26
	Glenmark Pharmaceuticals Europe Ltd., U.K. (formerly known as Glenmark Generics (Europe) Ltd., U.K.)			74.61	9.98
	Glenmark Uruguay S.A., Uruguay			624.76	1,441.98
	Glenmark Pharmaceuticals B.V., Netherlands (formerly known as Glenmark Generics B.V., Netherlands)			2.26	0.08
	Glenmark Pharmaceuticals SP z.o.o, Poland			1.08	0.03

(All amounts in million of Indian Rupees, unless otherwise stated)

d) Movement of shares during the year

	No. of Shares in Million				
	As at 1 April, 2014	Acquired during the amalgamtion	Invested during the Year	Sale / merger during the Year	Balance as at 31 March, 2015
Investments in Subsidiary Companies - Unquoted - non-trade					
Glenmark Holding S. A., Switzerland	22.52	-	28.98	-	51.50
Glenmark Pharmaceuticals Venezuela., C.A, Venezuela	50.14	-	11.73	-	61.87
Glenmark Pharmaceuticals Colombia SAS, Colombia	0.03	-	0.00*	-	0.04
Glenmark Pharmaceuticals Egypt S.A.E., Egypt	29.44	-	5.79	-	35.23
Glenmark Pharmaceuticals Mexico, S.A. DE C.V. Mexico	223.28	-	86.20	-	309.48
Glenmark Pharmaceuticals (Nigeria) Ltd., Nigeria	605.11	-	40.00	-	645.11
Glenmark Generics Ltd., India (refer Note 1A)	148.26	-	0.99	149.25	-
Glenmark Access Limited, India (formerly known as Glenmark Exports Ltd) (refer Note 1A)	1.85	-	-	1.85	-
Glenmark Pharmaceuticals Europe Ltd., U.K.	-	6.29	-	-	6.29
Glenmark Generics Finance S.A., Switzerland	-	90.42	70.00	-	160.42

*denotes number less than ten thousand

38. DERIVATIVE INSTRUMENTS AND UNHEDGED FOREIGN CURRENCY EXPOSURE

a) Derivatives outstanding as at the reporting date

Particulars	Currency	31 March 2015	31 March 2014
Forward contract	USD	-	10.00

b) Particulars of unhedged foreign currency exposures as at the reporting date

Particulars	Currency	31 March 2015	31 March 2014
Trade receivable, loans & advances	USD	319.18	177.67
	EUR	3.00	0.56
	RUB	463.69	-
Trade payable & loans from banks	USD	157.42	99.36
	EUR	5.37	0.95

39. RESEARCH AND DEVELOPMENT EXPENDITURE

During the year, the Company expensed ₹ 2,773.14 (2014 - ₹ 1,213.55) towards research and development costs.

40. Disclosure of Assets and Liabilities as on 31 March 2015 and Income and Expenses for the year ended 31 March 2015 related to the interest of the Company in the joint venture Glenmark Pharmaceuticals (Thailand) Co. Ltd., Thailand. These extracts have been drawn up from the audited financial statements of the joint venture, without giving effect to the elimination of transactions between the Company and the joint venture.

Particulars	2014-2015	2013-2014
Assets		
Net fixed assets including capital work-in-progress	0.06	0.08
Deferred tax asset	1.17	1.19
Cash bank balances	0.71	0.76
Loans and advances	0.19	0.14
Liabilities		
Current liabilities	0.23	0.35
Non-current liabilities	3.71	2.14
Income		
Net sales	-	0.23
Expenses		
Cost of material	-	0.17
Selling and operating expenses	1.13	1.47
Depreciation	0.02	0.02
Finance cost	0.23	0.16
Provision for taxation including deferred tax	0.06	(0.23)

(All amounts in million of Indian Rupees, unless otherwise stated)

41. SUBSEQUENT EVENTS

The Company in its meeting of Preferential Issue Committee of the Board of Directors held on May 19, 2015, has allotted 10,800,000 Equity Shares of the face value of ₹ 1/- each at a price of ₹ 875 per equity share to Aranda Investments (Mauritius) Pte. Ltd., on preferential basis in terms of Chapter VII of SEBI (ICDR) Regulations and the applicable sections of the Companies Act, 2013.

42. In terms of proviso to Clause 3(i) of Part A of Schedule II to the Companies Act, 2013 (the Act), the Company has based on a technical evaluation decided to adopt useful life for various fixed assets, which are in certain cases, different from those prescribed in Schedule II to the Act. The useful life of an asset is not ordinarily different from the useful life specified in Part C and the residual value of an asset is not more than five per cent of the original cost of the asset. The impact of Such change will decrease profit by ₹ 69.13 for FY 2014-15.

	2014-2015	2013-2014
43. VALUE OF IMPORTS ON CIF BASIS		
Capital goods	710.96	178.41
Materials	3,969.30	400.57
Total	**4,680.26**	**578.98**
44. EARNINGS IN FOREIGN CURRENCY		
Export of goods calculated on FOB basis	29,720.47	7,038.73
Sale of Service	634.05	831.05
Guarantee commission	329.66	295.87
Interest on loan to subsidiaries	263.44	145.83
Royalty Income	6.63	3.51
Other operating income	344.95	213.45
Total	**31,299.20**	**8,528.44**
45. EXPENDITURE IN FOREIGN CURRENCY		
Travelling expenses	373.79	236.91
Professional and consultancy charges	370.69	278.96
Export promotional expenses and export commission	773.78	561.49
Salary and related expenses	931.34	675.70
Product registration expenses	297.90	248.13
Interest expenses	179.04	220.99
Others [includes exceptional item refer Note 4(ii)]	3,249.38	839.34
Total	**6,175.92**	**3,061.52**
46. DIVIDEND REMITTANCE IN FOREIGN CURRENCY		
Number of non-resident shareholders	15	18
Number of equity shares held by them	103,550	201,358
Amount of dividend paid (gross), TDS ₹ nil (2014 - ₹ nil)	0.21	0.40
Year to which dividend relates	2013-2014	2012-2013

(All amounts in million of Indian Rupees, unless otherwise stated)

47. NOTE ON EXPENDITURE ON CORPORATE SOCIAL RESPONSIBILITY

Following is the information regarding projects undertaken and expenses incurred on CSR activities during the year ended 31 March 2015:

i Gross amount required to be spent by the Company during the year - ₹ 77.74

ii Amount spent during the year on: (by way of contribution to the trusts and projects undertaken)

Particulars	Amount paid in cash	Amount yet to be paid in cash	Total amount
(i) Construction/acquisition of any asset	-	-	-
(ii) On purposes other than (i) above:			
Clean India Mission	0.35	-	0.35
Promoting Education	24.50	-	24.50
Promoting Healthcare	2.02	-	2.02
Promoting health care including preventive health care	7.00	-	7.00
Reducing child mortality and improving maternal health	11.17	2.30	13.47
Training to promote Olympic sports	4.50	1.00	5.50
Vocational skill livelihood enhancement projects	2.20	-	2.20
Administrative expenses	2.64	-	2.64
Total	**54.38**	**3.30**	**57.68**

48. PRIOR YEAR COMPARATIVES

The current year figures are not comparable with that of the corresponding previous year due to Merger of Glenmark Generics Ltd. and Glenmark Access Ltd. with the Company during the year. (Refer Note 1A)

Prior year's figures have been regrouped or reclassified wherever necessary to confirm to current year's classification.

For **Walker Chandiok & Co LLP**
Chartered Accountants
Firm Registration Number : 001076N/N500013

per **Ashish Gupta**
Partner
Membership Number - 504662

Place: Mumbai
Date : 29 May 2015

For and on behalf of the Board of Directors

Glenn Saldanha
Chairman & Managing Director

Cherylann Pinto
Executive Director

Rajesh Desai
Executive Director

Sanjay Kumar Chowdhary
Company Secretary & Compliance Officer

INDEPENDENT AUDITORS' REPORT

To,

The Board of Directors of Glenmark Pharmaceuticals Limited

1. We have audited the accompanying Consolidated Financial Statements of Glenmark Pharmaceuticals Limited, ("the Company") and its subsidiaries, (hereinafter collectively referred to as the "Group"), which comprise the Consolidated Statement of Financial Position as at 31 March 2015, and also the Consolidated Statement of Comprehensive Income, Consolidated Statement of Changes in Shareholder's Equity and the Consolidated Statement of Cash Flows for the year then ended, and a summary of significant accounting policies and other explanatory information.

Management's Responsibility for the Consolidated Financial Statements

2. Management is responsible for the preparation of these Consolidated Financial Statements that give a true and fair view of the Consolidated Financial Position, Consolidated Financial performance and Consolidated Cash Flows of the Group in accordance with requirements of International Financial Reporting Standard 10 'Consolidated Financial Statements', issued by the International Accounting Standards Board ('IASB'). This responsibility includes the design, implementation and maintenance of internal control relevant to the preparation and presentation of the Consolidated Financial Statements that give a true and fair view and are free from material misstatement, whether due to fraud or error.

Auditors' Responsibility

3. Our responsibility is to express an opinion on these Consolidated Financial Statements based on our audit. We conducted our audit in accordance with the Standards on Auditing issued by the Institute of Chartered Accountants of India. Those Standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the consolidated financial statements are free from material misstatement.

4. An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the Consolidated Financial Statements. The procedures selected depend on the auditors' judgment, including the assessment of the risks of material misstatement of the consolidated financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the Company's preparation and presentation of the Consolidated Financial Statements that give a true and fair view in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Company's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of the accounting estimates made by management, as well as evaluating the overall presentation of the Consolidated Financial Statements.

5. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Opinion

6. In our opinion and to the best of our information and according to the explanations given to us, the Consolidated Financial Statements give a true and fair view in conformity with the International Financial Reporting Standards (IFRSs) as permitted by SEBI circular CIR/CFD/DIL/1/2010 dated 5 April 2010 ("SEBI Circular"):

   i) in the case of the Consolidated Statement of Financial Position, of the state of affairs of the Group as at 31 March 2015;

   ii) in the case of the Consolidated Statement of Comprehensive Income, of the financial performance for the year ended on that date; and

   iii) in the case of the Consolidated Cash Flow Statement, of the cash flows for the year ended on that date.

Other Matter

7. We did not audit the Financial Statements of certain subsidiaries included in the Consolidated Financial Statements, whose Financial Statements reflect total assets (after eliminating intra-group transactions) of ₹ 57,216.45 million as at 31 March 2015; total revenues (after eliminating intra-group transactions) of ₹ 15,518.64 million and net cash flows aggregating to ₹ 551.64 million for the year then ended. These Financial Statements have been audited by other auditors whose audit reports has been furnished to us by the management, and our audit opinion on the Consolidated Financial Statements of the Group for the year then ended to the extent they relate to the Financial Statements not audited by us as stated in this paragraph is based solely on the audit reports of the other auditors. Our opinion is not qualified in respect of this matter.

For Walker Chandiok & Co LLP
Chartered Accountants
Firm Registration No.: 001076N/N500013

per **Ashish Gupta**
Partner
Membership No. 504662

Place: Mumbai
Date: 29 May 2015

CONSOLIDATED STATEMENT OF FINANCIAL POSITION

(All amounts in million of Indian Rupees, unless otherwise stated)

	Notes	As at 31 March 2015	As at 31 March 2014
ASSETS			
Current assets			
Cash and cash equivalents	C	7,637.35	7,947.99
Restricted cash	D	44.06	58.70
Trade receivable, net	E	25,117.65	21,563.40
Inventories	F	12,690.39	9,328.79
Short-term financial assets	G	107.68	168.43
Other current assets	G	7,635.61	8,559.63
Total current assets		**53,232.74**	**47,626.94**
Non-current assets			
Property, plant and equipment, net	H	20,569.49	17,628.13
Intangible assets	I	12,134.93	12,728.76
Goodwill	J	579.70	602.04
Non-current tax assets		185.24	186.98
Deferred tax assets	N	9,730.60	7,212.95
Restricted cash	D	77.39	19.64
Long-term financial assets	DD	364.97	330.59
Total non-current assets		**43,642.32**	**38,709.09**
Total assets		**96,875.06**	**86,336.03**
LIABILITIES AND STOCKHOLDERS' EQUITY			
Current liabilities			
Trade payable	K	20,456.67	13,625.84
Current tax liabilities		926.01	969.14
Short-term borrowings	M	3,476.00	3,533.16
Current portion of long-term borrowings	L	8,779.52	4,849.95
Other liabilities	K	2,320.24	1,105.27
Short-term financial liabilities	K	567.65	2,808.77
Provisions	K	586.81	2,599.53
Total current liabilities		**37,112.90**	**29,491.66**
Non-current liabilities			
Long-term borrowings	L	25,743.80	24,286.61
Other liabilities	K	1,171.78	462.32
Long-term financial liabilities	EE	47.44	59.02
Deferred tax liabilities	N	2,797.65	2,070.82
Total non-current liabilities		**29,760.67**	**26,878.77**
Total liabilities		**66,873.57**	**56,370.43**
Stockholders' equity	O		
Share capital		271.29	271.22
Merger consideration, pending allotment		0.02	-
Share premium		7,949.37	7,945.38
Stock compensation reserve		308.46	258.20
Statutory reserve		201.00	201.00
Currency translation reserve		(9,453.65)	(5,838.98)
Retained earnings		30,726.87	26,995.98
		30,003.36	**29,832.80**
Non-controlling interest		(1.87)	132.80
Total stockholders' equity		**30,001.49**	**29,965.60**
Total liabilities and stockholders' equity		**96,875.06**	**86,336.03**

(The accompanying notes are an integral part of these consolidated financial statements)

For **Walker Chandiok & Co LLP**
Chartered Accountants
Firm Registration Number : 001076N/N500013

per **Ashish Gupta**
Partner
Membership Number - 504662

Place: Mumbai
Date : 29 May 2015

For and on behalf of the Board of Directors

Glenn Saldanha
Chairman & Managing Director

Cherylann Pinto
Executive Director

Rajesh Desai
Executive Director

Sanjay Kumar Chowdhary
Company Secretary & Compliance Officer

CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME

(All amounts in million of Indian Rupees, unless otherwise stated)

Consolidated Income Statement

	Notes	Year ended 31 March 2015	Year ended 31 March 2014
Revenues			
Operating revenue	P	66,297.52	60,051.97
Other income	Q	204.64	48.40
Total revenues		**66,502.16**	**60,100.37**
Expenses			
Materials consumed	R	18,248.42	14,319.78
Changes in inventories of finished goods and work-in-process		(2,552.03)	(277.33)
Purchase of products for sale		3,647.98	4,687.77
Employee costs	S	12,024.10	10,261.46
Other expenses	T	24,703.87	20,152.48
Depreciation, amortisation and impairment	H&I	2,599.80	2,167.95
Total expenses		**58,672.14**	**51,312.11**
Operating profit		**7,830.02**	**8,788.26**
Finance income		14.31	66.44
Finance costs		1,901.50	1,885.94
Profit before tax		**5,942.83**	**6,968.76**
Taxes			
Current tax expenses	N	3,650.09	2,990.11
Deferred tax benefit	N	(2,459.66)	(1,477.38)
Profit for the year		**4,752.40**	**5,456.03**
Profit for the year attributable to:			
Non-controlling interest		(0.70)	33.28
Equity shareholders of Glenmark Pharmaceuticals Limited		4,753.10	5,422.75
Earnings per share			
Basic (in ₹)	Z	17.52	20.01
Diluted (in ₹)	Z	17.52	20.00

(The accompanying notes are an integral part of these consolidated financial statements)

For **Walker Chandiok & Co LLP**
Chartered Accountants
Firm Registration Number : 001076N/N500013

per **Ashish Gupta**
Partner
Membership Number - 504662

Place: Mumbai
Date : 29 May 2015

For and on behalf of the Board of Directors

Glenn Saldanha
Chairman & Managing Director

Cherylann Pinto
Executive Director

Rajesh Desai
Executive Director

Sanjay Kumar Chowdhary
Company Secretary & Compliance Officer

CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME

(All amounts in million of Indian Rupees, unless otherwise stated)

Consolidated Statement of Other Comprehensive Income

	Notes	Year ended 31 March 2015	Year ended 31 March 2014
Profit for the year		**4,752.40**	**5,456.03**
Other comprehensive income			
Items that will not be reclassified subsequently to profit or loss			
Components of Defined Employee benefit cost (net of tax)		(105.04)	(29.43)
Items that will be reclassified subsequently to profit or loss			
Exchange differences on translating foreign operations	O	(3,614.67)	(2,244.27)
Other comprehensive income for the year		**(3,719.71)**	**(2,273.70)**
Total comprehensive income for the year		**1,032.69**	**3,182.33**
Total comprehensive income attributable to:			
Non-controlling interest		(0.70)	33.28
Equity shareholders of Glenmark Pharmaceuticals Limited		1,033.39	3,149.05
(The accompanying notes are an integral part of these consolidated financial statements)			

For **Walker Chandiok & Co LLP**
Firm Registration Number : 001076N/N500013
Chartered Accountants

per Ashish Gupta
Partner
Membership Number - 504662

Place: Mumbai
Date : 29 May 2015

For and on behalf of the Board of Directors

Glenn Saldanha
Chairman & Managing Director

Cherylann Pinto
Executive Director

Rajesh Desai
Executive Director

Sanjay Kumar Chowdhary
Company Secretary & Compliance Officer

CONSOLIDATED STATEMENT OF CHANGES IN SHAREHOLDERS' EQUITY

(All amounts in million of Indian Rupees, unless otherwise stated)

	Equity attributable to shareholders of Glenmark Pharmaceuticals Limited								Non-controlling interest	Total stockholders' equity
	Share capital – No. of shares	Share capital - Amount & merger consideration, pending allotment	Share premium	Stock compensation reserve	Statutory reserve	Currency Translation reserve	Retained earnings	Total attributable to owners of the parent company		
Balance as at 1 April 2014	**271,223,653**	**271.22**	**7,945.38**	**258.20**	**201.00**	**(5,838.98)**	**26,995.98**	**29,832.80**	**132.80**	**29,965.60**
Dividends paid	-	-	-	-	-	-	(634.65)	(634.65)	-	(634.65)
Shares issued under Employee Stock Option ('ESOP') Scheme	70,900	0.07	20.27	-	-	-	-	20.34	-	20.34
Merger consideration pending allotment	-	0.02	-	-	-	-	0.20	0.22	-	0.22
Employee share based compensation	-	-	(16.28)	50.26	-	-	-	33.98	-	33.98
Transactions with owners	**70,900**	**0.09**	**3.99**	**50.26**	-	-	**(634.45)**	**(580.11)**	-	**(580.11)**
Net income for the year	-	-	-	-	-	-	4,753.10	4,753.10	(0.70)	4,752.40
Other Comprehensive Income:										
Exchange difference on translation of foreign operations	-	-	-	-	-	(3,614.67)	-	(3,614.67)	-	(3,614.67)
Components of Defined Employee benefit cost	-	-	-	-	-	-	(105.04)	(105.04)	-	(105.04)
Transactions with owners	-	-	-	-	-	-	(9.41)	(9.41)	-	(9.41)
Acquisition of non controlling interest	-	-	-	-	-	-	(273.31)	(273.31)	(133.97)	(407.28)
Total Comprehensive Income	-	-	-	-	-	**(3,614.67)**	**4,365.34**	**750.67**	**(134.67)**	**616.00**
Balance as at 31 March 2015	**271,294,553**	**271.31**	**7,949.37**	**308.46**	**201.00**	**(9,453.65)**	**30,726.87**	**30,003.36**	**(1.87)**	**30,001.49**

	Equity attributable to shareholders of Glenmark Pharmaceuticals Limited								Non-controlling interest	Total stockholders' equity
	Share capital – No. of shares	Share capital - Amount	Share premium	Stock compensation reserve	Statutory reserve	Currency Translation reserve	Retained earnings	Total attributable to owners of the parent company		
Balance as at 1 April 2013	**270,853,653**	**270.85**	**7,820.74**	**262.89**	**201.00**	**(3,594.71)**	**22,669.48**	**27,630.25**	**243.64**	**27,873.89**
Dividends paid	-	-	-	-	-	-	(633.97)	(633.97)	-	(633.97)
Shares issued under Employee Stock Option ('ESOP') Scheme	370,000	0.37	124.64	-	-	-	-	125.01	-	125.01
Employee share based compensation	-	-	-	(4.69)	-	-	-	(4.69)	-	(4.69)
Transactions with owners	**370,000**	**0.37**	**124.64**	**(4.69)**	-	-	**(633.97)**	**(513.65)**	-	**(513.65)**
Net income for the year	-	-	-	-	-	-	5,422.75	5,422.75	33.28	5,456.03
Other Comprehensive Income:										
Exchange difference on translation of foreign operations	-	-	-	-	-	(2,244.27)	-	(2,244.27)	-	(2,244.27)
Components of Defined Employee benefit cost	-	-	-	-	-	-	(29.43)	(29.43)	-	(29.43)
Acquisition of non controlling interest	-	-	-	-	-	-	(432.85)	(432.85)	(144.12)	(576.97)
Total Comprehensive Income	-	-	-	-	-	**(2,244.27)**	**4,960.47**	**2,716.20**	**(110.84)**	**2,605.36**
Balance as at 31 March 2014	**271,223,653**	**271.22**	**7,945.38**	**258.20**	**201.00**	**(5,838.98)**	**26,995.98**	**29,832.80**	**132.80**	**29,965.60**

(The accompanying notes are an integral part of these consolidated financial statements)

CONSOLIDATED STATEMENT OF CASH FLOWS

(All amounts in million of Indian Rupees, unless otherwise stated)

Particulars	Year ended 31 March 2015	Year ended 31 March 2014
(A) Cash inflow/(outflow) from operating activities		
Profit before tax	5,942.83	6,968.76
Adjustments to reconcile profit before tax to net cash provided by operating activities:		
Depreciation and amortisation	2,599.80	2,167.95
Employee share based compensation	3.08	(4.69)
Interest expense	1,901.50	1,885.94
Interest income	(14.31)	(66.44)
Dividend income	(9.45)	(0.14)
(Profit)/loss on sale of assets	65.96	2.81
Employee benefit obligation	182.01	111.77
Other provisions	47.23	2,241.69
Provision for doubtful debts	384.84	12.49
Unrealised exchange differences (net)	(435.52)	746.40
Operating profit before changes in operating assets and liabilities	**10,667.97**	**14,066.54**
Changes in operating assets and liabilities		
- (Increase)/ decrease in trade receivables	(4,009.97)	(4,594.75)
- (Increase)/ decrease in inventories	(3,544.30)	(511.92)
- (Increase)/ decrease in other assets	857.95	(2,190.21)
- Increase/ (decrease) in trade payable and other liabilities	4,023.23	4,396.14
Net changes in operating assets and liabilities	**(2,673.09)**	**(2,900.74)**
Income tax paid	(3,178.13)	(2,628.55)
Net cash provided by operating activities	**4,816.75**	**8,537.25**
(B) Cash inflow/(outflow) from investing activities		
Restricted cash	(44.48)	(19.90)
Interest received	14.31	66.42
Dividend received	9.45	0.14
Payments for purchase of property, plant and equipment and intangible assets	(5,442.75)	(3,766.25)
Proceeds from sale of property, plant and equipment	63.10	38.55
Net cash used in investing activities	**(5,400.37)**	**(3,681.04)**
(C) Cash inflow/(outflow) from financing activities		
Proceeds from long-term borrowings	11,681.96	8,879.80
Repayments of long-term borrowings	(6,906.58)	(6,275.93)
Repayments of short-term borrowings, net	31.82	(557.50)
Interest paid	(1,791.51)	(1,942.66)
Proceeds from issue of share capital	20.34	125.01
Transaction with non-controlling interest	(409.15)	(576.97)
Dividend paid (including tax on dividend)	(634.65)	(631.91)
Net cash from/(used) in financing activities	**1,992.23**	**(980.16)**
Effect of exchange rate changes on cash	(1,719.25)	(1,979.91)
Net increase in cash and cash equivalents	**(310.64)**	**1,896.14**
Cash and cash equivalents at the beginning of the year	**7,947.99**	**6,051.85**
Cash and cash equivalents at the end of the year (refer note - C)	**7,637.35**	**7,947.99**
(The accompanying notes are an integral part of these consolidated financial statements)		

For **Walker Chandiok & Co LLP**
Chartered Accountants
Firm Registration Number : 001076N/N500013

per **Ashish Gupta**
Partner
Membership Number - 504662

Place: Mumbai
Date : 29 May 2015

For and on behalf of the Board of Directors

Glenn Saldanha
Chairman & Managing Director

Cherylann Pinto
Executive Director

Rajesh Desai
Executive Director

Sanjay Kumar Chowdhary
Company Secretary & Compliance Officer

(All amounts in million of Indian Rupees, unless otherwise stated)

NOTE A – BACKGROUND INFORMATION AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

1. NATURE OF OPERATIONS

Glenmark Pharmaceuticals Limited ("Glenmark" or "the Company") and its subsidiaries (together referred to as 'the Group') are primarily engaged in the business of development, manufacture and marketing of pharmaceutical products. The Group has a significant presence in branded generics markets across emerging economies including India and also has a fast growing generics business in the United States and Europe. The Group also markets active pharmaceutical ingredients to regulated and semi-regulated markets. The Group is actively involved in the discovery of new molecules both NCEs (new chemical entities) and NBEs (new biological entities).

The Group's research and development facilities are located at Mahape, Sinnar, Turbhe and Taloja in India, at Watford in Hertfordshire in the United Kingdom and at La Chaux-de-fonds in Switzerland. The manufacturing facilities of the Group in India are located at Nasik, Colvale, Kundaim, Baddi, Nalagarh, Ankleshwar, Mohol, Kurkumbh, Sikkim, Indore, Dahej and Aurangabad. Overseas manufacturing facilities are located in Brazil, Czech Republic and Argentina.

2. GENERAL INFORMATION AND COMPLIANCE WITH SEBI CIRCULAR

Glenmark Pharmaceuticals Limited is the Group's ultimate parent company and is a public limited company domiciled in Mumbai, India. The registered office of the Company is at B/2, Mahalaxmi Chambers, 22 Bhulabhai Desai Road, Mumbai – 400026, India.

The Company's shares are listed on the Bombay Stock Exchange ("BSE") and the National Stock Exchange of India ("NSE").

These consolidated financial statements are presented in Indian Rupees ('INR'), which is also the Company's functional currency. Amounts in figures presented have been rounded to INR millions unless otherwise stated.

3. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

3.1 Overall considerations

These consolidated financial statements are prepared in accordance with International Financial Reporting Standards (IFRS) issued by the IASB effective for the periods covered by these consolidated financial statements. These consolidated financial statements have been prepared on a going concern basis. The significant accounting policies that are used in the preparation of these consolidated financial statements are summarised below. These accounting policies are consistently used throughout the periods presented in the financial statements.

An overview of new standards and interpretations not yet effective is given in note A-5.

The preparation of financial statements in conformity with IFRS requires the use of certain critical accounting estimates. It also requires management to exercise its judgement in the process of applying the group's accounting policies. The areas involving a higher degree of judgement or complexity, or area where assumptions and estimates are significant to these consolidated financial statements are disclosed in note A-4 and 4.1.

These consolidated financial statements are prepared under the historical cost convention, as modified by certain derivative contracts which have been measured at their fair values, at the reporting date through profit or loss.

Fair value is the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date. The fair value measurement is based on the presumption that the transaction to sell the asset or transfer the liability takes place either in the principal market for the asset or liability, or In the absence of a principal market, in the most advantageous market for the asset or liability. The principal or the most advantageous market must be accessible to by the Group.

The fair value of an asset or a liability is measured using the assumptions that market participants would use when pricing the asset or liability, assuming that market participants act in their economic best interest. A fair value measurement of a non-financial asset takes into account a market participant's ability to generate economic benefits by using the asset in its highest and best use or by selling it to another market participant that would use the asset in its highest and best use.

The Group uses valuation techniques that are appropriate in the circumstances and for which sufficient data are available to measure fair value, maximising the use of relevant observable inputs and minimising the use of unobservable inputs. All assets and liabilities for which fair value is measured or disclosed in the financial statements are categorized within the fair value hierarchy, described as follows, based on the lowest level input that is significant to the fair value measurement as a whole:

- Level 1 — Quoted (unadjusted) market prices in active markets for identical assets or liabilities
- Level 2 — Valuation techniques for which the lowest level input that is significant to the fair value measurement is directly or indirectly observable
- Level 3 — Valuation techniques for which the lowest level input that is significant to the fair value measurement is unobservable

(All amounts in million of Indian Rupees, unless otherwise stated)

For assets and liabilities that are recognised in the financial statements on a recurring basis, the Group determines whether transfers have occurred between Levels in the hierarchy by re-assessing categorisation (based on the lowest level input that is significant to the fair value measurement as a whole) at the end of each reporting period.

3.2 Basis of consolidation

These consolidated financial statements include financial statements of the Company and all of its subsidiaries drawn up to the dates specified in Note B. Subsidiaries are all entities the Group has control. The Group controls an entity when the group is exposed to, or has rights to variable returns from its involvement with the entity and has the ability to affect those returns through its power over the entity. The financial statements of subsidiaries are included in the consolidated financial statements from the date the Group acquires control until the date the control ceases.

Inter-company transactions, balances and unrealised gains and losses on inter-company transactions between group companies are eliminated. Where unrealised losses on intra-group asset sales are reversed on consolidation, the underlying asset is also tested for impairment losses from the group perspective. Amounts reported in separate financial statements of subsidiaries are adjusted where necessary to ensure consistency with the accounting policies adopted by the Group.

Non-controlling interests represent the portion of a subsidiary's profit or loss and net assets that is not held by the Group. Profit or loss and each component of other comprehensive income are attributed to the shareholders of the Company and to the non-controlling interests, even if this results in the non-controlling interests having a deficit balance.

Non-controlling interests are presented in the consolidated statement of financial position within equity, separately from the equity of the shareholders of the Company.

3.3 Business combinations

Business combinations are accounted for using the acquisition method. The acquisition method involves the recognition of the acquiree's identifiable assets and liabilities, including contingent liabilities, regardless of whether they were recorded in the financial statements prior to acquisition. As of the acquisition-date, the identifiable assets and liabilities assumed are included in the consolidated statement of financial position at their acquisition-date fair values.

The excess of consideration transferred, the amount of any non-controlling interests (NCI) in the acquiree and the acquisition-date fair value of any previous equity interest in the acquiree over the fair value of the identifiable net assets acquired is recorded as goodwill. If the consideration transferred, non-controlling interest recognised and previously held interest measured is less than the fair value of the net assets acquired, the difference is recognised directly in income statement as a 'gain on bargain purchase'. The NCI is measured at proportionate value of its interest.

3.4 Foreign currency transactions and foreign operations

Transactions in foreign currencies are translated to the respective functional currencies of entities within the Company at exchange rates at the dates of the transactions. Monetary assets and liabilities denominated in foreign currencies at the reporting date are retranslated to the functional currency at the exchange rate at that date. Exchange differences arising on the settlement of monetary items or on translating monetary items at rates different from those at which they were translated on initial recognition during the period or in previous financial statements are recognized in the consolidated income statement in the period in which they arise.

Foreign exchange gains and losses arising from a monetary item receivable from a foreign operation, the settlement of which is neither planned nor likely in the foreseeable future, are considered to form part of the net investment in the foreign operation and are recognized in other comprehensive income/(loss) and presented within equity as a part of foreign currency translation reserve ("FCTR").

In case of foreign operations whose functional currency is different from the parent company's functional currency, the assets and liabilities of such foreign operations, including goodwill and fair value adjustments arising upon acquisition, are translated to the reporting currency at exchange rates at the reporting date. The income and expenses of such foreign operations are translated to the reporting currency at the average exchange rates prevailing during the year. Resulting foreign currency differences are recognized in other comprehensive income/(loss) and presented within equity as part of FCTR. When a foreign operation is disposed of, in part or in full, the relevant amount in the FCTR is transferred to the consolidated income statement.

3.5 Revenue recognition

Sale of goods

Revenue is recognised when the significant risks and rewards of ownership are transferred to the buyer, there is no continuing management involvement with the goods, the amount of revenue can be measured reliably, recovery of the consideration is probable and the associated costs and possible return of goods can be estimated reliably. Revenue from the sale of goods is measured at the fair value of the consideration received or receivable, net of returns, value added tax and applicable trade discounts and allowances, but inclusive of excise duty. Revenue includes shipping and handling costs billed to the customer.

Sales of active pharmaceutical ingredients and intermediates in India are made directly to customers. Significant risks and rewards in respect of ownership of active pharmaceuticals ingredients are transferred upon delivery of the products to the customers.

(All amounts in million of Indian Rupees, unless otherwise stated)

Revenue from contract research is recognised in income statement when right to receive a non- refundable payment from out-licensing partner is established.

Provisions for chargeback, rebates, discounts and medicaid payments are estimated and provided for in the year of sales and recorded as reduction from revenue. A chargeback is a claim made by the wholesaler for the difference between the price at which the product is initially invoiced to the wholesaler and the net price at which it is agreed to be procured. Provisions for such chargebacks are accrued and estimated based on historical average chargeback rate actually claimed over a period of time, current contract prices with wholesalers/other customers and estimated inventory holding by the wholesaler. Such provisions are presented as a reduction from revenues.

Services

Revenue from services rendered is recognised in income statement as the underlying services are performed.

Export entitlements

Export entitlements from government authorities are recognised in income statement when the right to receive credit as per the terms of the scheme is established in respect of the exports made by the Group, and where there is no significant uncertainty regarding the ultimate collection of the relevant export proceeds.

Finance and other income

Finance income consists of interest income on funds invested (including available-for-sale financial assets), dividend income and gains on the disposal of available-for-sale financial assets. Interest income is recognised as it accrues in income statement, using the effective interest rate method. Dividend income is recognised in income statement on the date that the Group's right to receive payment is established.

3.6 Property, plant and equipment

Recognition and measurement

Items of property, plant and equipment are measured at cost less accumulated depreciation and accumulated impairment losses. Cost includes expenditure that are directly attributable to the acquisition of the asset. The cost of self-constructed assets includes the cost of materials and other costs directly attributable to bringing the asset to a working condition for its intended use.

When parts of an item of property, plant and equipment have different useful lives, they are accounted for as separate items (major components) of property, plant and equipment.

Profits and losses upon disposal of an item of property, plant and equipment are determined by comparing the proceeds from disposal with the carrying amount of property, plant and equipment and are recognised within "other income/ expense" in income statement.

The cost of replacing part of an item of property, plant and equipment is recognised in the carrying amount of the item if it is probable that the future economic benefits embodied within the part will flow to the Group and its cost can be measured reliably. The costs of repairs and maintenance are recognised in income statement as incurred.

Depreciation

Depreciation is recognised in income statement on a straight-line basis over the estimated useful lives of property, plant and equipment. Leased assets are depreciated over the shorter of the lease term or their useful lives, unless it is reasonably certain that the Group will obtain ownership by the end of the lease term. Land is not depreciated.

The estimated useful lives are as follows:

Factory and other buildings	30 – 55 years
Plant and machinery	8 – 21 years
Furniture, fixtures and office equipment	4 – 21 years
Vehicles	5 – 6 years

Depreciation methods, useful lives and residual values are reviewed at each reporting date. Advances paid towards the acquisition of property, plant and equipment outstanding at the reporting date and the cost of property, plant and equipment not put to use before such date are disclosed under assets under construction.

3.7 Borrowing costs

Borrowing costs primarily comprise interest on the Group's borrowings. Borrowing costs directly attributable to the acquisition, construction or production of a qualifying asset are capitalised during the period of time that is necessary to complete and prepare the asset for its intended use or sale. Other borrowing costs are expensed in the period in which they are incurred and reported in 'finance costs'. Borrowing costs are recognised using the effective interest rate method.

(All amounts in million of Indian Rupees, unless otherwise stated)

3.8 Intangible assets

Goodwill

Goodwill arises upon the acquisition of subsidiaries. Goodwill represents the excess of consideration transferred, the amount of any non-controlling interest in the acquiree and the acquisition-date fair value of any previous equity interest in the acquiree over the fair value of the identifiable net assets acquired. Goodwill is measured at cost less accumulated impairment losses

Acquisitions prior to the Company's date of transition to IFRS

As part of its transition to IFRS, the Company elected to restate only those business combinations that occurred on or after 1 April 2010. In respect of acquisitions prior to 1 April 2010, goodwill represents the amount recognised under Indian GAAP.

Research and development

Expenses on research activities undertaken with the prospect of gaining new scientific or technical knowledge and understanding are recognised in income statement as incurred.

Development activities involve a plan or design for the production of new or substantially improved products and processes. Development expenditures is capitalised only if development costs can be measured reliably, the product or process is technically and commercially feasible, future economic benefits are probable, and the Group intends to and has sufficient resources to complete development and to use or sell the asset. The expenditure capitalised includes the cost of materials and other costs directly attributable to preparing the asset for its intended use. Other development expenditures are recognised in income statement as incurred.

The Group's internal drug development expenditure is capitalised only if they meet the recognition criteria as mentioned above. Where uncertainties exist that the said criteria may not be met, the expenditure is recognised in income statement as incurred. Where, however, the recognition criteria are met, intangible assets are recognised. Based on the management estimate of the useful lives (indefinite life or limited life) these are tested for impairment or amortised on a straight-line basis over their useful economic lives from when the asset is available for use. During the periods prior to their launch (including periods when such products have been out-licenced to other companies), these assets are tested for impairment on an annual basis, as their economic useful life is indeterminate till then.

Payments to in-license products and compounds from third parties generally taking the form of up-front payments and milestones are capitalised and amortised, generally on a straight-line basis, over their useful economic lives from when the asset is available for use. During the periods prior to their launch, these assets are tested for impairment on an annual basis, as their economic useful life is indefinite till then.

De-recognition of intangible assets

Intangible assets are de-recognised either on their disposal or where no future economic benefits are expected from their use or disposal. Losses arising on such de-recognition are recorded in Income statement, and are measured as the difference between the net disposal proceeds, if any, and the carrying amount of respective intangible assets as on the date of de-recognition.

Intangible assets relating to products in development, other intangible assets not available for use and intangible assets having indefinite useful life are subject to impairment testing at each reporting date. All other intangible assets are tested for impairment when there are indications that the carrying value may not be recoverable. Any impairment losses are recognised immediately in the income statement.

Other intangible assets

Other intangible assets that are acquired by the Group, which have finite useful lives, are measured at cost less accumulated amortisation and accumulated impairment losses.

Subsequent expenditure is capitalised only when it increases the future economic benefits embodied in the specific asset to which they relate.

Software for internal use, which is primarily acquired from third-party vendors, including consultancy charges for implementing the software, is capitalised. Subsequent costs are charged to the income statement as incurred. The capitalised costs are amortised over the estimated useful life of the software.

Amortisation

Amortisation of intangible assets, other than for goodwill, intangible assets not available for use and intangible assets having indefinite life, is recognised in income statement on a straight-line basis over the estimated useful lives from the date that they are available for use.

The estimated useful lives of Intangible assets are 5 - 10 years.

3.9 Impairment testing of property, plant and equipment, goodwill and intangible assets

The carrying amounts of the Group's non-financial assets, other than inventories and deferred tax assets are reviewed at each reporting date to determine whether there is any indication of impairment. If any such indication exists, then the asset's recoverable amount is estimated. Goodwill and intangible assets that have indefinite lives or that are not yet available for use are tested for impairment annually; their recoverable amount is estimated each year at the reporting date.

For the purpose of impairment testing, assets are grouped together into the smallest group of assets that generates cash inflows from continuing use that are largely independent of the cash inflows of other assets or groups of assets (the 'cash-generating unit'). The recoverable amount of an asset or cash-generating unit is the greater of its value in use or its fair value less costs to sell. In assessing value in use, the estimated future cash flows are discounted to their present value using a pre-tax discount rate that reflects current market assessments of the time value of money and the risks specific to the asset. The goodwill acquired in a business combination is, for the purpose of impairment testing, allocated to cash-generating units that are expected to benefit from the synergies of the combination. Intangibles with indefinite useful lives are tested for impairment individually.

An impairment loss is recognised if the carrying amount of an asset or its cash-generating unit exceeds its estimated recoverable amount. Impairment losses recognised in respect of cash-generating units are allocated first to reduce the carrying amount of any goodwill allocated to the units and then to reduce the carrying amount of the other assets in the unit on a pro-rata basis. Impairment losses are recognised in income statement.

An impairment loss in respect of goodwill is not reversed. In respect of other assets, impairment losses recognised in prior periods are assessed at each reporting date for any indications that the loss has decreased or no longer exists. An impairment loss is reversed if there has been a change in the estimates used to determine the recoverable amount. An impairment loss is reversed only to the extent that the asset's carrying amount does not exceed the carrying amount that would have been determined, net of depreciation or amortisation, if no impairment loss had been recognised.

3.10 Financial instruments and derivatives

Financial assets and financial liabilities are recognised when an entity in the Group becomes a party to the contractual provisions of the financial instrument.

Financial assets are derecognised when the contractual rights to the cash flows from the financial asset expire, or when the financial asset and all substantial risks and rewards are transferred.

A financial liability is derecognised when it is extinguished, discharged, cancelled or expires.

Derivatives are initially measured at fair value and are recognised in statement of financial positions as assets or liabilities. Subsequent to initial recognition, derivatives are measured at fair value, and changes therein are recognised in income statement. Transaction costs for derivatives are recognised in income statement as incurred.

3.11 Financial assets

Non-derivative financial assets include investments in equity and debt securities, trade receivables, certain other assets and cash and cash equivalents.

Non-derivative financial assets are recognised initially at fair value plus, for assets not at fair value through profit or loss, any directly attributable transaction costs. Subsequent to initial recognition, non-derivative financial assets are measured as described below.

Cash and cash equivalents

Cash and cash equivalents consist of current cash balances and time deposits with banks.

Held-to-maturity investments

If the Group has the positive intent and ability to hold debt securities to maturity, then they are classified as held-to-maturity. Held-to-maturity investments are measured at amortised cost using the effective interest rate method, less any impairment losses.

Available-for-sale financial assets

The Group's investments in equity securities and certain debt securities are classified as available-for-sale financial assets. Subsequent to initial recognition, they are measured at fair value and changes therein, other than impairment losses, are recognised in other comprehensive Income. When an investment is derecognised, the cumulative gain or loss in other comprehensive income is reclassified to income statement. The fair value of the investment cannot be determined as there are no quoted market prices and cannot be reliably measured using fair valuation techniques at the reporting date for unlisted securities, and hence they have been valued at cost.

Others

Other non-derivative financial assets are measured at amortised cost using the effective interest rate method, less any impairment losses.

(All amounts in million of Indian Rupees, unless otherwise stated)

3.12 Impairment testing of financial assets

A financial asset is assessed at each reporting date to determine whether there is any objective evidence that it is impaired. A financial asset is considered to be impaired if objective evidence indicates that one or more events had a negative effect on the estimated future cash flows of that asset.

An impairment loss, in respect of a financial asset measured at amortised cost is calculated as the difference between its carrying amount, and the present value of the estimated future cash flows discounted at the original effective interest rate. An impairment loss, in respect of an available-for-sale financial asset is calculated by reference to its fair value.

Individually significant financial assets are tested for impairment on an individual basis. All impairment losses are recognised in income statement. Any cumulative loss in respect of an available-for-sale financial asset recognised previously in equity is reclassified to income statement. An impairment loss is reversed if the reversal can be related objectively to an event occurring after the impairment loss was recognised. For financial assets measured at amortised cost and available-for-sale financial assets that are debt securities, the reversal is recognised in income statement. For available-for-sale financial assets that are equity securities, the reversal is recognised in other comprehensive income.

3.13 Financial liabilities

Non derivative financial liabilities include trade and other payables.

Borrowings are initially measured at fair value and subsequently measured at amortised cost using effective interest rate method.

Trade payables are recognised initially at their transaction values which also approximate their fair values and subsequently measured at amortised cost less settlement payments.

3.14 Inventories

Inventories of finished goods, consumable store and spares are valued at cost or net realisable value, whichever is lower. Cost of raw materials and packing materials is ascertained on a specific identification method. Cost of work-in-process and finished goods include the cost of materials consumed, labour and manufacturing overheads. Excise and customs duty accrued on production or import of goods, as applicable, is included in the valuation of inventories.

Net realisable value is the estimated selling price in the ordinary course of business, less the estimated costs of completion and selling expenses.

The factors that the Group considers in determining the allowance for slow moving, obsolete and other non-saleable inventory includes estimated shelf life, planned product discontinuances, price changes, ageing of inventory and introduction of competitive new products, to the extent each of these factors impact the Group's business and markets. The Group considers all these factors and adjusts the inventory provision to reflect its actual experience on a periodic basis.

3.15 Accounting for income taxes

Income tax expense consists of current and deferred tax. Income tax expense is recognised in income statement except to the extent that it relates to items recognised in Other Comprehensive Income, in which case it is recognised in Other Comprehensive Income. Current tax is the expected tax payable on the taxable income for the year, using tax rates enacted or substantively enacted at the reporting date, and any adjustment to tax payable in respect of previous years.

Deferred tax is recognised for temporary differences between the carrying amounts of assets and liabilities for financial reporting purposes and the amounts used for taxation purposes.

Deferred tax is not recognised for the following temporary differences:

- The initial recognition of assets or liabilities in a transaction that is not a business combination and that affects neither accounting nor taxable profit, and
- Differences relating to investments in subsidiaries to the extent the Company is able to control the timing of the reversal of the temporary difference and it is probable that they will not reverse in the foreseeable future.

In addition, deferred tax is not recognised for taxable temporary differences arising upon the initial recognition of goodwill. Deferred tax is measured at the tax rates that are expected to be applied to the temporary differences when they reverse, based on the laws that have been enacted or substantively enacted by the reporting date.

A deferred tax asset is recognised to the extent that it is probable that future taxable profits will be available against which the temporary difference can be utilised. Deferred tax assets are reviewed at each reporting date and are reduced to the extent that it is no longer probable that the related tax benefit will be realised.

Deferred tax assets and liabilities are offset if there is a legally enforceable right to offset current tax liabilities and assets, and they relate to income taxes levied by the same tax authority on the same taxable entity, or on different tax entities, but they intend to settle current tax liabilities and assets on a net basis or their tax assets and liabilities will be realised simultaneously.

(All amounts in million of Indian Rupees, unless otherwise stated)

3.16 Leasing Activities

At the inception of a lease, the lease arrangement is classified as either a finance lease or an operating lease, based on the substance of the lease arrangement.

Finance leases

A finance lease is recognised as an asset and a liability at the commencement of the lease, at the lower of the fair value of the asset or the present value of the minimum lease payments. Initial direct costs, if any, are also capitalised and, subsequent to initial recognition, the asset is accounted for in accordance with the accounting policy applicable to that asset. Minimum lease payments made under finance leases are apportioned between the finance expense and the reduction of the outstanding liability. The finance expense is allocated to each period during the lease term so as to produce a constant periodic rate of interest on the remaining balance of the liability.

Land acquired on long term leases

The Company has capitalised the land acquired on long-term lease. Such leases are acquired on payment of an upfront amount and do not carry any other minimum lease payments/other rentals over the lease term. The asset is initially recognised at the value of the upfront premium/charges paid to acquire the lease. The Company classified such leases of land as finance leases by adopting the guidance issued as part of Improvements to IFRSs issued in April 2009. This guidance amended IAS 17 – Leases to require classification of leases of land to be assessed as per the general principles of lease classification and is applicable for annual periods beginning on or after 1 January 2010.

Operating leases

Leases other than finance leases are operating leases, and the leased assets are not recognised on the Group's statement of financial position. Payments made under operating leases are recognised in income statement on a straight-line basis over the term of the lease.

3.17 Equity

Share capital is determined using the nominal value of shares that are issued. Incremental costs directly attributable to the issue of ordinary shares are recognised as a deduction from equity, net of any tax effects.

Share premium includes any premium received on the issue of share capital. Any transaction costs associated with the issue of shares is deducted from Share premium, net of any related income tax benefits.

Foreign currency translation differences are included in the currency translation reserve.

Retained earnings include all current and prior period results, as disclosed in income statement.

3.18 Employee benefits

Short-term benefits

Short-term benefit obligations are measured on an undiscounted basis and are expensed as the related service is provided. A liability is recognised for the amount expected to be paid under short-term cash bonus or profit-sharing plans if the Group has a present legal or constructive obligation to pay this amount as a result of past service provided by the employee and the obligation can be estimated reliably.

Defined contribution plans

A defined contribution plan is a post-employment benefit plan under which the Group pays fixed contributions into a separate entity and will has no legal or constructive obligation to pay further amounts. Obligations for contributions to recognised provident funds, approved superannuation schemes and other social securities, which are defined contribution plans, are recognised as an employee benefit expense in income statement as incurred.

Defined benefit plans

A defined benefit plan is a post-employment benefit plan other than a defined contribution plan. The Group's net obligation in respect of an approved gratuity plan, which is a defined benefit plan, and certain other defined benefit plans is calculated separately for each material plan by estimating the ultimate cost to the entity of the benefit that employees have earned in return for their service in the current and prior periods. This requires an entity to determine how much benefit is attributable to the current and prior periods and to make estimates (actuarial assumptions) about demographic variables and financial variables that will affect the cost of the benefit. The cost of providing benefits under the defined benefit plan is determined using actuarial valuation performed annually by a qualified actuary using the projected unit credit method.

The benefit is discounted to determine the present value of the defined benefit obligation and the current service cost. The discount rate is the yield at the reporting date on risk free government bonds that have maturity dates approximating the terms of the Group's obligations and that are denominated in the same currency in which the benefits are expected to be paid.

(All amounts in million of Indian Rupees, unless otherwise stated)

The fair value of any plan assets is deducted from the present value of the defined benefit obligation to determine the amount of deficit or surplus. The net defined benefit liability (asset) is determined as the amount of the deficit or surplus, adjusted for any effect of limiting a net defined benefit asset to the asset ceiling. The net defined benefit liability (asset) is recognised in the statement of financial position.

Defined benefit costs are recognised as follows:

- Service cost in income statement
- Net interest on the net defined benefit liability (asset) in income statement
- Remeasurement in other comprehensive income

Service costs comprise of current service cost, past service cost, as well as gains and losses on curtailment and settlements. The benefit attributable to current and past periods of service is determined using the plan's benefit formula. However, if an employee's service in later years will lead to a materially higher level of benefit than in earlier years, the benefit is attributed on a straight-line basis. Past service cost is recognised in income statement in the period of plan amendment. A gain or loss on the settlement of a defined benefit plan is recognised when the settlement occurs.

Net interest is calculated by applying the discount rate at the beginning of the period to the net defined benefit liability (asset) at the beginning of the period, taking account of any changes in the net defined benefit liability (asset) during the period as a result of contribution and benefit payments.

Remeasurement comprises of actuarial gains and losses, the return on plan assets (excluding interest), and the effect of changes to the asset ceiling (if applicable). Remeasurement recognised in other comprehensive income is not reclassified to income statement.

Compensated leave of absence

Eligible employees are entitled to accumulate compensated absences up to prescribed limits in accordance with the Group's policy and receive cash in lieu thereof. The Group measures the expected cost of accumulating compensated absences as the additional amount that the Group expects to pay as a result of the unused entitlement that has accumulated at the date of statement of financial position. Such measurement is based on actuarial valuation as at the date of statement of financial position carried out by a qualified actuary.

Termination benefits

Termination benefits are recognised as an expense when the Group is demonstrably committed, without realistic possibility of withdrawal, to a formal detailed plan to either terminate employment before the normal retirement date, or to provide termination benefits as a result of an offer made to encourage voluntary redundancy. Termination benefits for voluntary redundancies are recognised as an expense if the Group has made an offer encouraging voluntary redundancy, it is probable that the offer will be accepted, and the number of acceptances can be estimated reliably.

3.19 Provisions, contingent liabilities and contingent assets

Provisions are recognised when present obligations as a result of past events will probably lead to an outflow of economic resources from the Group and they can be estimated reliably. Timing or amount of the outflow may still be uncertain. A present obligation arises from the presence of a legal or constructive obligation that has resulted from past events.

Provisions are measured at the best estimate of expenditure required to settle the present obligation at the reporting date, based on the most reliable evidence, including the risks and uncertainties associated with the present obligation.

In those cases where the possible outflow of economic resource as a result of present obligations is considered improbable or remote, or the amount to be provided for cannot be measured reliably, no liability is recognised in the consolidated statement of financial position.

Any reimbursement that the Group can be virtually certain to collect from a third party with respect to the obligation is recognised as a separate asset upto the amount of the related provisions. All provisions are reviewed at each reporting date and adjusted to reflect the current best estimate.

Contingent assets are not recognised.

3.20 Share based compensation

All employee services received in exchange for the grant of any equity-settled share-based compensation are measured at their fair values. These are indirectly determined by reference to the fair value of the share options awarded. Their value is appraised at the grant date and excludes the impact of any non-market vesting conditions (for example, profitability and sales growth targets).

All share-based compensation is ultimately recognised as an expense in income statement with a corresponding credit to equity. If vesting periods or other vesting conditions apply, the expense is allocated over the vesting period, based on the best available estimate of the number of share options expected to vest. Non-market vesting conditions are included in assumptions about the number of options that are expected to become exercisable. Estimates are subsequently revised, if there is any indication that the number of share options expected to vest differs from previous estimates.

(All amounts in million of Indian Rupees, unless otherwise stated)

No adjustment is made to expense recognised in prior periods if fewer share options are ultimately exercised than originally estimated. Upon exercise of share options, the proceeds received net of any directly attributable transaction costs up to the nominal value of the shares issued are allocated to share capital with any excess being recorded as share premium.

4. CRITICAL ACCOUNITNG ESTIMATES AND SIGNIFICANT JUDGEMENT IN APPLYING ACCOUNTING POLICIES

When preparing the financial statements, management undertakes a number of judgements', estimates and assumptions about the recognition and measurement of assets, liabilities, income and expenses.

In the process of applying the Group's accounting policies, the following judgements have been made apart from those involving estimations, which have the most significant effect on the amounts recognised in the financial information. Judgements are based on the information available at the date of Statement of Financial Position.

Leases

The Group has evaluated each lease agreement for its classification between finance lease and operating lease. The Group has reached its decisions on the basis of the principles laid down in IAS 17, "Leases" for the said classification. The Group has also used IFRIC 4, "Determining whether an arrangement contains a lease" for determining whether an arrangement is, or contains, a lease is based on the substance of the arrangement and based on the assessment whether:

a) fulfillment of the arrangement is dependent on the use of a specific asset or assets (the asset); and

b) the arrangement conveys a right to use the asset.

Deferred tax

The assessment of the probability of future taxable profit in which deferred tax assets can be utilized is based on the Company's latest approved budget forecast, which is adjusted for significant non-taxable profit and expenses and specific limits to the use of any unused tax loss or credit. The tax rules in the numerous jurisdictions in which the Group operates are also carefully taken into consideration. If a positive forecast of taxable profit indicates the probable use of a deferred tax asset, especially when it can be utilised without a time limit, that deferred tax asset is usually recognised in full. The recognition of deferred tax assets that are subject to certain legal or economic limits or uncertainties is assessed individually by management based on the specific facts and circumstances.

Research and developments costs

Management monitors progress of internal research and development projects by using a project management system. Significant judgement is required in distinguishing research from the development phase. Development costs are recognised as an asset when all the criteria are met, whereas research costs are expensed as incurred.

Management also monitors whether the recognition requirements for development costs continue to be met. This is necessary due to inherent uncertainty in the economic success of any product development.

Provision for chargeback

Provisions for chargeback are estimated and provided for in the year of sales and recorded as reduction from revenue. A chargeback is a claim made by the wholesaler for the difference between the price at which the product is initially invoiced to the wholesaler and the net price at which it is agreed to be procured from the Company. Provisions for such chargebacks are accrued and estimated based on historical average chargeback rate actually claimed over a period of time, current contract prices with wholesalers/other customers and estimated inventory holding by the wholesaler.

4.1 Estimation uncertainty

The preparation of these consolidated financial statements is in conformity with IFRS and requires the application of judgment by management in selecting appropriate assumptions for calculating financial estimates, which inherently contain some degree of uncertainty. Management estimates are based on historical experience and various other assumptions that are believed to be reasonable in the circumstances, the results of which form the basis for making judgments about the reported carrying values of assets and liabilities and the reported amounts of revenues and expenses that may not be readily apparent from other sources. Actual results may differ from these estimates under different assumptions or conditions.

Estimates of life of various tangible and intangible assets, and assumptions used in the determination of employee-related obligations and fair valuation of financial and equity instrument, impairment of tangible and intangible assets represent certain of the significant judgements and estimates made by management.

Useful lives of various assets

Management reviews the useful lives of depreciable assets at each reporting date, based on the expected utility of the assets to the Group. The carrying amounts are analysed in notes 3.6 and 3.8.

Post-employment benefits

The cost of post-employment benefits is determined using actuarial valuations. The actuarial valuation involves making assumptions about discount rates, expected rate of return on assets, future salary increases and mortality rates. Due to the long term nature of these plans such estimates are subject to significant uncertainty. The assumptions used are disclosed in note U.

Fair value of financial instruments

Management uses valuation techniques in measuring the fair value of financial instruments where active market quotes are not available. Details of the assumptions used are given in the notes regarding financial assets (note DD) and liabilities (note EE). In applying the valuation techniques, management makes maximum use of market inputs and uses estimates and assumptions that are, as far as possible, consistent with observable data that market participants would use in pricing the instrument. Where applicable data is not observable, management uses its best estimate about the assumptions that market participants would make. These estimates may vary from the actual prices that would be achieved in an arm's length transaction at the reporting date.

Impairment

An impairment loss is recognised for the amount by which an asset's or cash-generating unit's carrying amount exceeds its recoverable amount. To determine the recoverable amount, management estimates expected future cash flows from each asset or cash-generating unit and determines a suitable interest rate in order to calculate the present value of those cash flows. In the process of measuring expected future cash flows, management makes assumptions about future operating results. These assumptions relate to future events and circumstances. The actual results may vary, and may cause significant adjustments to the Group's assets.

In most cases, determining the applicable discount rate involves estimating the appropriate adjustment to market risk and the appropriate adjustment to asset-specific risk factors. Refer note I and J for Impairment testing assumptions for Intangibles and Goodwill.

The consolidated financial statements have been prepared using the measurement basis specified by IFRS for each type of asset, liability, income and expense. The measurement bases are more fully described in the accounting policies.

The estimates and underlying assumptions are reviewed on an on-going basis. Revisions to accounting estimates are recognised in the period in which the estimate is revised if the revision affects only that period or in the period of the revision and future periods if the revision affects both current and future periods.

5. NEW STANDARDS AND INTERPRETATIONS NOT YET EFFECTIVE

Certain new standards, interpretations and amendments to existing standards have been published that are mandatory for the Company's accounting periods beginning on or after 1 April, 2015 or later periods. Those which are considered to be relevant to the Company's operations are set out below.

a) In May 2014, the IASB issued IFRS 15 Revenue from Contracts with Customers ("IFRS 15"). This standard provides a single, principle-based five-step model to be applied to all contracts with customers. Guidance is provided on topics such as the point at which revenue is recognized, accounting for variable consideration, costs of fulfilling and obtaining a contract and various other related matters. IFRS 15 also introduced new disclosure requirements with respect to revenue.

The five steps in the model under IFRS 15 are : (i) identify the contract with the customer; (ii) identify the performance obligations in the contract; (iii) determine the transaction price; (iv) allocate the transaction price to the performance obligations in the contracts; and (v) recognize revenue when (or as) the entity satisfies a performance obligation.

IFRS 15 replaces the following standards and interpretations:

IAS 11 "Construction Contracts"

IAS 18 "Revenue"

IFRIC 13 "Customer Loyalty Programmes"

IFRIC 15 "Agreements for the Construction of Real Estate"

IFRIC 18 "Transfers of Assets from Customers"

SIC-31 "Revenue - Barter Transactions Involving Advertising Services"

When first applying IFRS 15, it should be applied in full for the current period, including retrospective application to all contracts that were not yet complete at the beginning of that period. In respect of prior periods, the transition guidance allows an option to either:

- apply IFRS 15 in full to prior periods (with certain limited practical expedients being available); or
- retain prior period figures as reported under the previous standards, recognizing the cumulative effect of applying IFRS 15 as an adjustment to the opening balance of equity as at the date of initial application (beginning of current reporting period).

IFRS 15 is effective for fiscal years beginning on or after January 1, 2017. Earlier application is permitted. The Company is currently evaluating the impact that this new standard will have on its consolidated financial statements.

(All amounts in million of Indian Rupees, unless otherwise stated)

b) In July 2014, the IASB finalized and issued IFRS 9 – Financial Instruments. IFRS 9 replaces IAS 39 "Financial instruments: recognition and measurement", the previous Standard which dealt with the recognition and measurement of financial instruments in its entirety upon former's effective date.

Key requirements of IFRS 9:

i. Replaces IAS 39's measurement categories with the following three categories:

- fair value through profit or loss ('FVTPL')
- fair value through other comprehensive income ('FVTOCI')
- amortised cost

ii. Eliminates the requirement for separation of embedded derivatives from hybrid financial assets, the classification requirements to be applied to the hybrid financial asset in its entirety.

iii. Requires an entity to present the amount of change in fair value due to change in entity's own credit risk in other comprehensive income.

iv. Introduces new impairment model, under which the "expected" credit loss are required to be recognized as compared to the existing "incurred" credit loss model of IAS 39.

v. Fundamental changes in hedge accounting by introduction of new general hedge accounting model which:

- Increases the eligibility of hedged item and hedging instruments;
- Introduces a more principles–based approach to assess hedge effectiveness.

IFRS 9 is effective for annual periods beginning on or after 1 January, 2018.

Earlier application is permitted provided that all the requirements in the Standard are applied at the same time with two exceptions:

i. The requirement to present changes in the fair value of a liability due to changes in own credit risk may be applied early in isolation;

ii. Entity may choose as its accounting policy choice to continue to apply hedge accounting requirements of IAS 39 instead of new general hedge accounting model as provided in IFRS 9.

The Company is currently evaluating the impact of this new standard on its consolidated financial statements.

c) The IASB has published amendments to IAS 16 "Property, Plant and Equipment" and IAS 38 "Intangible Assets" to clarify that the use of revenue-based methods is not appropriate to calculate the depreciation of an asset because generation of revenue would likely include factors other than the consumption of the economic benefits of the asset.

The IASB has also clarified that there is a rebuttable presumption that an amortisation method that is based on the revenue generated by an activity that includes the use of an intangible asset is inappropriate. This presumption can be overcome only in the limited circumstances when the intangible asset is expressed as a measure of revenue or it can be demonstrated that revenue and the consumption of the economic benefits of the intangible asset are highly correlated.

The amendments become effective for annual periods beginning on or after 1 January 2016 and shall be applied prospectively; early adoption is permitted. The Company is currently evaluating the impact of this new standard on its consolidated financial statements.

(All amounts in million of Indian Rupees, unless otherwise stated)

NOTE B - BASIS OF CONSOLIDATION

The subsidiaries which consolidate under Glenmark Pharmaceuticals Limited ('GPL') comprise the entities listed below:

Name of the Entity	Year End Date	Country of Incorporation	Holding Company as of 31.03.2015	Effective Group Shareholding (%) as on	
				31.03.2015	31.03.2014
Glenmark Pharmaceuticals (Europe) R&D Ltd., U.K. (formerly known as Glenmark Pharmaceuticals Europe Ltd., U.K.)	31 March	United Kingdom	GHSA	100%	100%
Glenmark Pharmaceuticals Europe Ltd., U.K. (formerly known as Glenmark Generics (Europe) Ltd., U.K.)	31 March	United Kingdom	GPL	100%	100%
Glenmark Generics Ltd. (GGL) (Merged into GPL effective 01.04.2014)	31 March	India	GPL	-	99.33%
Glenmark Access Ltd.(Formerly known as Glenmark Exports Ltd.) (Merged into GPL effective 01.04.2014)	31 March	India	GPL	-	100%
Glenmark Pharmaceuticals Eood (Dissolved during the year ended 31 March 2015)	31 March	Bulgaria	GHSA	-	100%
Glenmark Pharmaceuticals S.R.O. (GP S.R.O.)	31 March	Czech Republic	GHSA	100%	100%
Glenmark Pharmaceuticals SK, S.R.O.	31 March	Slovak Republic	GP S.R.O.	100%	100%
Glenmark Pharmaceuticals S. A.	31 March	Switzerland	GHSA	100%	100%
Glenmark Holding S. A.,(GHSA)	31 March	Switzerland	GPL	100%	100%
Glenmark Generics Finance S. A. (GGFSA)	31 March	Switzerland	GPL	100%	100%
Glenmark Pharmaceuticals S.R.L	31 March	Romania	GHSA	100%	100%
Glenmark Distributors SP z.o.o.	31 March	Poland	GHSA	100%	100%
Glenmark Pharmaceuticals SP z.o.o.	31 March	Poland	GHSA	100%	100%
Glenmark Pharmaceuticals Inc., USA (Formerly known as Glenmark Generics Inc., USA)	31 March	USA	GGFSA	100%	100%
Glenmark Therapeutics Inc.	31 March	USA	GHSA	100%	100%
Glenmark Farmaceutica Ltda	31 March	Brazil	GHSA	100%	100%
Glenmark Generics SA	31 March	Argentina	GGFSA	100%	100%
Glenmark Pharmaceuticals Mexico, S.A. DE C.V.	31 March	Mexico	GPL	100%	100%
Glenmark Pharmaceuticals Peru SAC	31 March	Peru	GPL	100%	100%
Glenmark Pharmaceuticals Colombia SAS, Colombia (Formerly known as Glenmark Pharmaceuticals Colombia Ltda., Colombia)	31 March	Colombia	GPL	100%	100%
Glenmark Uruguay S.A. (GU S.A.)	31 March	Uruguay	GHSA	100%	100%
Glenmark Pharmaceuticals Venezuela, C.A	31 March	Venezuela	GPL	100%	100%
Glenmark Dominicana SRL	31 March	Dominican Republic	GPL	100%	100%
Glenmark Pharmaceuticals Egypt S.A.E.	31 March	Egypt	GPL	100%	100%
Glenmark Pharmaceuticals FZE	31 March	United Arab Emirates	GPL	100%	100%
Glenmark Impex L.L.C	31 March	Russia	GPL	100%	100%
Glenmark Philippines Inc.	31 March	Philippines	GPL	100%	100%
Glenmark Pharmaceuticals (Nigeria) Ltd.	31 March	Nigeria	GPL	100%	100%
Glenmark Pharmaceuticals Malaysia Sdn Bhd	31 March	Malaysia	GPL	100%	100%
Glenmark Pharmaceuticals (Australia) Pty Ltd.	31 March	Australia	GPL	100%	100%
Glenmark South Africa (Pty) Ltd. (GSAPL)	31 March	South Africa	GHSA	100%	100%
Glenmark Pharmaceuticals South Africa (Pty) Ltd.	31 March	South Africa	GSAPL	100%	100%
Glenmark Pharmaceuticals (Thailand) Co. Ltd.	31 March	Thailand	GPL	49%	49%
Glenmark Pharmaceuticals B.V., Netherland (Formerly known as Glenmark Generics B.V., Netherland)	31 March	Netherland	GGFSA	100%	100%
Glenmark Arzneimittel Gmbh	31 March	Germany	GGFSA	100%	100%
Glenmark Pharmaceuticals Canada Inc. (formerly Known as Glenmark Generics Canada Inc.)	31 March	Canada	GGFSA	100%	100%
Glenmark Pharmaceuticals Kenya Ltd.	31 March	Kenya	GPL	100%	100%
Glenmark Therapeutics AG	31 March	Switzerland	GPL	100%	100%

Interests in unconsolidated structured entities
The Group has no interests in unconsolidated structured entities.

(All amounts in million of Indian Rupees, unless otherwise stated)

NOTE C - CASH AND CASH EQUIVALENTS

Cash and cash equivalents comprise the following:

Particulars	31 March 2015	31 March 2014
Cash in hand	8.60	15.22
Balances with banks in current /cash credit accounts and deposit accounts	7,628.75	7,932.77
Total	**7,637.35**	**7,947.99**

NOTE D - RESTRICTED CASH

Restricted cash comprise the following:

Particulars	31 March 2015	31 March 2014
Current		
Dividend accounts	10.89	7.27
Time deposits	33.17	51.43
Total	**44.06**	**58.70**
Non-current		
Time deposits	77.39	19.64
Total	**77.39**	**19.64**

Dividend accounts represent balances maintained in specific bank accounts for payment of dividends. The use of these funds is restricted and can only be used to pay dividends. The corresponding liability for payment of dividends is included in Short term financial liability.

Time deposits represent fixed deposits placed with banks and deposits under lien for bank guarantees and margin deposits. Most of these deposits have been placed for a one-year period, and are automatically renewed.

NOTE E - TRADE RECEIVABLE, NET

Particulars	31 March 2015	31 March 2014
Accounts receivables	25,747.29	21,831.09
Provision for doubtful debts	(629.64)	(267.69)
Total	**25,117.65**	**21,563.40**

Trade receivables are usually due within 60-180 days. Generally and by practice most customers enjoy a credit period of approximately 180 days and are not interest bearing, which is the normal industry practice. All trade receivables are subject to credit risk exposure. However, the Group does not identify specific concentrations of credit risk with regard to trade and other receivables, as the amounts recognised represent a large number of receivables from various customers.

Given below is ageing of accounts receivable spread by period of six months:

Particulars	31 March 2015	31 March 2014
Outstanding for more than 6 months	2,681.72	2,835.35
Others	22,435.93	18,728.05
Total	**25,117.65**	**21,563.40**

The trade receivables have been recorded at their respective carrying amounts and are not considered to be materially different from their fair values as these are expected to realise within a short period from the date of statement of financial position. All of the Group's trade receivables have been reviewed for indicators of impairment. Certain trade receivables were found to be impaired and an allowance for credit losses of ₹ 384.84 (P.Y. ₹ 12.49) has been recorded. The movement in the allowance for credit losses can be reconciled as follows:

Particulars	31 March 2015	31 March 2014
Opening balance	267.69	275.26
Amounts written off	(22.89)	(20.06)
Impairment loss	384.84	12.49
Impairment loss reversed	-	-
Closing balance	**629.64**	**267.69**

(All amounts in million of Indian Rupees, unless otherwise stated)

NOTE F - INVENTORIES

Inventories comprise the following:

Particulars	31 March 2015	31 March 2014
Raw materials	3,111.74	2,613.31
Packing materials	1,020.23	873.50
Work-in-process	1,977.89	1,601.68
Stores and spares	299.06	134.65
Finished goods	6,281.47	4,105.65
Total	**12,690.39**	**9,328.79**

Inventories at certain locations are pledged as securities for borrowings used for financing the working capital requirements.

NOTE G - SHORT-TERM FINANCIAL ASSETS AND OTHER CURRENT ASSETS

Short term financial assets comprise the following:

Particulars	31 March 2015	31 March 2014
Derivative financial instrument	-	20.28
Short-term deposits	107.68	148.15
Total	**107.68**	**168.43**

Other current assets comprise the following:

Particulars	31 March 2015	31 March 2014
Input taxes receivables	1,996.28	917.37
Advance to vendors	2,191.13	2,272.54
Advances receivable in cash and kind	3,289.99	5,263.71
Other receivables	158.21	106.01
Total	**7,635.61**	**8,559.63**

(All amounts in million of Indian Rupees, unless otherwise stated)

NOTE H - PROPERTY, PLANT AND EQUIPMENT, NET

Property, plant and equipment comprise the following:

Particulars	Freehold land	Leasehold land	Factory Building	Other Building	Plant & Machinery	Furniture and fixture	Equipment	Vehicles	Assets under construction	Total
Cost										
Balance as at 1 April 2014	**330.46**	**397.95**	**6,892.60**	**1,469.02**	**3,424.58**	**866.19**	**6,580.86**	**403.85**	**2,008.93**	**22,374.44**
- Other acquisitions	-	-	125.34	130.18	764.76	108.93	637.25	98.13	2,740.60	4,605.19
- Disposals/Transfers	-	-	(255.13)	255.13	(25.56)	(8.30)	(156.35)	(44.00)	(156.35)	(390.56)
- Translation adjustment	(0.96)	(0.17)	(110.36)	(69.21)	(64.21)	(8.94)	(69.58)	(73.38)	(3.72)	(400.53)
Balance as at 31 March 2015	**329.50**	**397.78**	**6,652.45**	**1,785.12**	**4,099.57**	**957.88**	**6,992.18**	**384.60**	**4,589.46**	**26,188.54**
Accumulated depreciation										
Balance as at 1 April 2014	**-**	**30.55**	**754.34**	**506.47**	**553.18**	**472.40**	**2,307.43**	**121.94**	**-**	**4,746.31**
- Depreciation charge for the year	-	7.06	215.98	79.24	193.82	78.01	509.66	73.81	-	1,157.58
- Disposals/Transfers	-	-	(37.11)	37.11	(13.55)	(5.26)	(43.59)	(32.08)	-	(94.48)
- Translation adjustment	-	(0.17)	(39.00)	(67.63)	(28.57)	(5.73)	(27.41)	(21.85)	-	(190.36)
Balance as at 31 March 2015	**-**	**37.44**	**894.21**	**555.19**	**704.88**	**539.42**	**2,746.09**	**141.82**	**-**	**5,619.05**
Carrying value										
As at 1 April 2014	330.46	367.40	6,138.26	962.55	2,871.40	393.79	4,273.43	281.91	2,008.93	17,628.13
As at 31 March 2015	**329.50**	**360.34**	**5,758.24**	**1,229.93**	**3,394.69**	**418.46**	**4,246.09**	**242.78**	**4,589.46**	**20,569.49**

Particulars	Freehold land	Leasehold land	Factory Building	Other Building	Plant & Machinery	Furniture and fixture	Equipment	Vehicles	Assets under construction	Total
Cost										
Balance as at 1 April 2013	333.19	397.32	5,224.38	1,352.53	1,899.89	737.87	4,934.32	275.85	4,160.63	19,315.98
- Other acquisitions	0.02	0.58	1,710.61	110.57	1,517.02	157.97	1,682.53	212.61	2,367.30	7,759.21
- Disposals/Transfers	-	-	-	-	-	(35.95)	(64.76)	(78.29)	(4,524.08)	(4,703.08)
- Translation adjustment	(2.75)	0.05	(42.39)	5.92	7.67	6.30	28.77	(6.32)	5.08	2.33
Balance as at 31 March 2014	**330.46**	**397.95**	**6,892.60**	**1,469.02**	**3,424.58**	**866.19**	**6,580.86**	**403.85**	**2,008.93**	**22,374.44**
Accumulated depreciation										
Balance as at 1 April 2013	**-**	**23.43**	**558.65**	**402.41**	**391.09**	**402.25**	**1,838.86**	**152.91**	**-**	**3,769.60**
- Depreciation charge for the year	-	7.06	196.64	81.89	155.58	83.66	476.57	65.02	-	1,066.42
- Disposals/Transfers	-	-	-	-	-	(18.43)	(54.81)	(92.85)	-	(166.09)
- Translation adjustment	-	0.06	(0.95)	22.17	6.51	4.92	46.81	(3.14)	-	76.38
Balance as at 31 March 2014	**-**	**30.55**	**754.34**	**506.47**	**553.18**	**472.40**	**2,307.43**	**121.94**	**-**	**4,746.31**
Carrying value										
As at 1 April 2013	333.19	373.89	4,665.73	950.12	1,508.80	335.62	3,095.46	122.94	4,160.63	15,546.38
As at 31 March 2014	**330.46**	**367.40**	**6,138.26**	**962.55**	**2,871.40**	**393.79**	**4,273.43**	**281.91**	**2,008.93**	**17,628.13**

Note:

a) Additions include borrowing costs capitalised of ₹ 23.47 (P.Y. ₹ 37.96). The borrowing costs have been capitalised at a weighted average rate of 5.26%.

b) All depreciation and impairment charges (or reversals, if any) are included within 'depreciation, amortisation and impairment'.

c) The Group's property, plant and equipment at certain locations have been pledged as security for long-term borrowings disclosed under Note M.

(All amounts in million of Indian Rupees, unless otherwise stated)

NOTE I - INTANGIBLE ASSETS

Intangible assets comprise of recognised intangibles on acquisition and software licenses purchased. The carrying amounts for the reporting periods under review can be analysed as follows:

Particulars	Computer software	Product development/ Brands	Intangibles under development	Total
Cost				
Balance as at 1 April 2014	**630.35**	**14,728.26**	**53.42**	**15,412.03**
- Additions	49.77	964.60	324.21	1,338.58
- Disposals/transfers	(18.98)	(38.51)	(24.57)	(82.06)
- Translation adjustment	(52.42)	(768.18)	(19.94)	(840.54)
Balance as at 31 March 2015	**608.72**	**14,886.17**	**333.12**	**15,828.01**
Amortisation and impairment				
Balance as at 1 April 2014	**364.71**	**2,318.56**	**-**	**2,683.27**
- for the year	68.23	1,373.99	-	1,442.22
- on disposals/transfers	(15.90)	-	-	(15.90)
- Translation adjustment	(45.70)	(370.81)	-	(416.51)
Balance as at 31 March 2015	**371.34**	**3,321.74**	**-**	**3,693.08**
Carrying value				
As at 1 April 2014	265.64	12,409.70	53.42	12,728.76
As at 31 March 2015	**237.38**	**11,564.43**	**333.12**	**12,134.93**

Particulars	Computer software	Product development/ Brands	Intangibles under development	Total
Cost				
Balance as at 1 April 2013	505.66	13,084.29	62.47	13,652.42
- Additions	139.44	704.19	107.20	950.83
- Disposals/transfers	(10.40)	-	(125.00)	(135.40)
- Translation adjustment	(4.35)	939.78	8.75	944.18
Balance as at 31 March 2014	**630.35**	**14,728.26**	**53.42**	**15,412.03**
Amortisation and impairment				
Balance as at 1 April 2013	307.95	1,208.76	-	1,516.71
- for the year	64.81	1,036.72	-	1,101.53
- on disposals/transfers	(5.91)	-	-	(5.91)
- Translation adjustment	(2.14)	73.08	-	70.94
Balance as at 31 March 2014	**364.71**	**2,318.56**	**-**	**2,683.27**
Carrying value				
As at 1 April 2013	197.71	11,875.53	62.47	12,135.71
As at 31 March 2014	**265.64**	**12,409.70**	**53.42**	**12,728.76**

At the year end, the intangible with indefinite lives were tested for impairment based on conditions at that date. Based on such impairment testing, management has recorded an impairment charge. An amortisation and impairment charge (or reversals) if any are included within depreciation, amortisation and impairment. The impairment is on account of the change in competitive dynamics and pricing pressures. In performing the impairment testing management consider various factor such as the size of the target market, competition, future possible price/volume erosion.

Discount rates

The discount rates reflect appropriate adjustments relating to market risk and specific risk factors of each asset. The present value of the expected cash flows of each asset is determined by applying a discount rate in the range of 12% to 14%.

Segments to which Intangible assets with indefinite life are allocated as follows:

As at 31 March 2015	India	USA	Latin America	Europe	Total
Intangible assets	1,294.84	532.27	1,336.42	672.51	3,836.04
Total	**1,294.84**	**532.27**	**1,336.42**	**672.51**	**3,836.04**

As at 31 March 2014	India	USA	Latin America	Europe	Total
Intangible assets	1,075.55	1,054.58	2,167.94	913.22	5,211.29
Total	**1,075.55**	**1,054.58**	**2,167.94**	**913.22**	**5,211.29**

(All amounts in million of Indian Rupees, unless otherwise stated)

NOTE J - GOODWILL

The net carrying amount of goodwill can be analysed as follows:

Particulars	31 March 2015	31 March 2014
Opening balance	602.04	603.66
Acquired through business combination	-	-
Impairment loss recognised	-	-
Effect of translation adjustments	(22.34)	(1.62)
Closing balance	**579.70**	**602.04**

Impairment testing

For the purpose of annual impairment testing, goodwill is allocated to the operating segments expected to benefit from the synergies of the business combinations in which the goodwill arises, as follows:

Particulars	31 March 2015	31 March 2014
Europe	511.03	508.20
ROW	10.01	10.01
Latin America	58.66	83.83
Goodwill at	**579.70**	**602.04**

At the year end, the Goodwill was tested for impairment based on conditions at that date. The forecast at the year-end date showed that no impairment was necessary.

The recoverable amount of each segment was determined based on value-in-use calculations, covering a detailed three-year forecast, followed by an extrapolation of expected cash flows for the remaining useful lives using growth rates determined by management. The present value of the expected cash flows of each segment is determined by applying a suitable discount rate, reflective of underlying markets.

Particulars	Long term growth Rates		Discount Rates	
	31 March 2015	31 March 2014	31 March 2015	31 March 2014
Europe & ROW	2%	2%	10.41%	10.41%
Latin America	2%	2%	7.28%	7.28%

Long-term growth rates

The long-term growth rates reflect the long-term average growth rates for the product lines and industries of the segments. The growth rate is in line with the overall long-term average growth rates because this sector is expected to continue to grow at above average rates for the foreseeable future.

Discount rates

The discount rates reflect appropriate adjustments relating to market risk and specific risk factors of each segment.

Cash flow assumptions

Management's key assumptions include stable profit margins, based on past experience in this market. The Management believes that this is the best available input for forecasting.

Apart from the considerations in determining the value-in-use of the segments, management is not currently aware of any other probable changes that would necessitate changes in its key estimates. However, the estimates of recoverable amount for are particularly sensitive to the discount rate. If the discount rate used is increased by 1%, it would have no impact on the impairment testing.

(All amounts in million of Indian Rupees, unless otherwise stated)

NOTE K - TRADE PAYABLE, OTHER LIABILITIES, SHORT TERM FINANCIAL LIABILITIES AND PROVISIONS

Trade payable

Particulars	31 March 2015	31 March 2014
Sundry creditors	17,264.26	11,008.87
Acceptances	693.84	2,609.18
Others	2,498.57	7.79
Total	**20,456.67**	**13,625.84**

Other liabilities

Non- current

Particulars	31 March 2015	31 March 2014
Income received in advance	-	462.32
Liability for legal obligation	1,171.78	-
Total	**1,171.78**	**462.32**

Current liabilities

Particulars	31 March 2015	31 March 2014
Advances received from customer	73.79	9.40
Income received in advance	339.29	221.92
Statutory dues	770.13	328.21
Accrued expenses	1,137.03	545.74
Total	**2,320.24**	**1,105.27**

Income received in advance represents advance received from customers for future supplies of materials and which is recognisable within one year.

Short-term financial liabilities

Particulars	31 March 2015	31 March 2014
Employee dues	148.42	159.58
Commission payable	-	44.00
Unclaimed dividend	10.89	7.27
Interest accrued but not due	170.30	69.31
Others	238.04	2,528.61
Total	**567.65**	**2,808.77**

Provisions

Particulars	31 March 2015	31 March 2014
Provision for compensated absences	105.78	82.29
Provision for gratuity benefit plan	455.09	311.85
Other employee benefit obligation	25.94	42.15
Others	-	2,163.24
Total	**586.81**	**2,599.53**

(All amounts in million of Indian Rupees, unless otherwise stated)

NOTE L - LONG TERM BORROWINGS

Non-current portion of borrowings

Particulars	31 March 2015	31 March 2014
Notes payable	6.59	4.48
Term loan from banks	34,516.73	29,132.08
Total Long-term liabilities	**34,523.32**	**29,136.56**
Less: Current portion of long term borrowings	(8,779.52)	(4,849.95)
Total	**25,743.80**	**24,286.61**

The Group has taken working capital facility from banks/term loans from banks at interest rates ranging between 2.50% - 10.50%.

Maturity profile of long-term borrowings

Year ending 31 March	31 March 2015	31 March 2014
2015	-	4,849.95
2016	8,779.52	8,678.13
2017	9,122.11	9,590.84
2018	3,880.68	1,249.69
2019	7,969.70	4,767.95
2020 And there after	4,771.31	-
Total	**34,523.32**	**29,136.56**

The fair value of long-term debt is estimated by the management to be approximate to their carrying value, since the average interest rate on such debt is within the range of current interest rates prevailing in the market.

NOTE M - SHORT-TERM BORROWINGS

Short-Term borrowings

Particulars	31 March 2015	31 March 2014
Short-term borrowings	3,109.12	3,518.48
Working capital facilities	366.88	14.68
Total	**3,476.00**	**3,533.16**

Working Capital Facilities is secured by hypothecation of stocks of raw materials, packing materials, finished goods, work-in-process, receivables and equitable mortgage on fixed assets of certain locations.

The Group has taken working capital facility from banks/term loans from banks at interest rates ranging between 2.50% - 10.50%.

(All amounts in million of Indian Rupees, unless otherwise stated)

NOTE N - TAXES

Taxes for the year comprise the following:

Particulars	31 March 2015	31 March 2014
Current income tax expense	3,650.09	2,990.11
Deferred income tax benefit	(2,459.66)	(1,477.38)
Total	**1,190.43**	**1,512.73**

The relationship between the expected tax expense based on the applicable tax rate of the Group and the tax expense actually recognised in the income statement can be reconciled as follows:

Particulars	31 March 2015	31 March 2014
Income tax expense at tax rates applicable to individual entities	**3,826.63**	**3,468.88**
Tax adjustment for tax-exempt income		
- Income exempt from tax	(1,233.08)	(833.29)
Other tax adjustments		
- Additional deduction for R & D Expenditure	(836.72)	(756.24)
- Unrecognised tax benefit on losses of subsidiaries (net)	(612.32)	(133.64)
- Disallowance under income tax	92.69	34.34
- Disallowed expenditure on share based payments	(1.00)	(1.59)
- Taxes for previous periods	-	11.00
- Others	(45.77)	(276.73)
Actual tax expense net	**1,190.43**	**1,512.73**

No temporary differences resulting from investments in subsidiaries or associates qualified for recognition as deferred tax assets or liabilities.

The tax effect of significant temporary differences that resulted in deferred income tax assets and liabilities and a description of the items that create those differences are given below:

Particulars	31 March 2014	Recognised in income statement	Recognised in Other Comprehensive Income	31 March 2015
Deferred income tax assets - Non-current				
Provision for credit losses	77.37	152.02	-	229.39
Unused tax losses	2,809.50	2,142.35	(688.75)	4,263.10
Minimum alternative tax credit entitlement	3,622.48	560.19	-	4,182.67
Depreciation and other	360.54	213.03	19.07	592.64
Other financial assets	340.73	132.30	(12.42)	460.61
Employee benefits	2.33	0.11	(0.25)	2.19
Total	**7,212.95**	**3,200.00**	**(682.35)**	**9,730.60**
Deferred income tax liabilities - Non current				
Other current assets	175.55	418.75	(1.15)	593.15
Difference in depreciation on property, plant and equipment	1,895.27	321.59	(12.36)	2,204.50
Total	**2,070.82**	**740.34**	**(13.51)**	**2,797.65**
Net deferred income tax asset	**5,142.13**	**2,459.66**	**(668.84)**	**6,932.95**

In assessing the reliability of deferred income tax assets, management considers whether it is more likely than not that some portion or all of the deferred income tax assets will be realised. The ultimate realisation of deferred income tax assets is dependent upon the generation of future taxable income during the periods in which the temporary differences become deductible. The amount of the deferred income tax assets considered realisable, however, could be reduced in the near term if estimates of future taxable income during the carry forward period are reduced.

The Company's subsidiaries had losses which can be carried forward for future utilisation within period of 3 to 7 years. These subsidiaries have been incurring losses and therefore it is considered more likely than not the deferred tax asset arising from these carried forward net operating losses will not be realised.

(All amounts in million of Indian Rupees, unless otherwise stated)

NOTE O - EQUITY AND RESERVES

a) Ordinary shares

The Company presently has only one class of ordinary shares. For all matters submitted to vote in the shareholders meeting, every holder of ordinary shares, as reflected in the records of the Company on the date of the shareholders' meeting, has one vote in respect of each share held. All shares are equally eligible to receive dividends and the repayment of capital in the event of liquidation of the Company.

The Company has an authorised share capital of 350,000,000 equity shares of ₹ 1 each.

b) Dividends

Indian statutes mandate that dividends be declared out of distributable profits in accordance with the regulations. Should the Company declare and pay dividends, such dividends are required to be paid in INR to each holder of equity shares in proportion to the number of shares held. Dividend tax is borne by the Company.

The Company had declared dividend payout of ₹ 2 per share.

c) Reserves

Share premium – The amount received by the company over and above the par value of shares issued is shown under this head.

Statutory reserves – The Capital redemption reserve has been created as per the requirement of Section 80 of Indian Companies Act 1956. Such reserve is not currently available for distribution to the shareholders.

Currency translation reserve - Assets and liabilities of foreign subsidiaries are translated into INR at the rate of exchange prevailing as at date of Statement of Financial Position. Revenue and expenses are translated into INR by averaging the exchange rates prevailing during the period. The exchange difference arising out of the year-end translation is being debited or credited to Currency translation reserve account.

Retained earnings – Accumulated earnings include all current and prior period results as disclosed in the income statement.

Stock compensation reserve - Stock compensation reserve consists of employee compensation cost allocated over the vesting period of options granted to employees. Such cost is recognised in income statement and is credited to the reserve. Upon exercise of options, such reserves are reclassified to other components of equity.

(All amounts in million of Indian Rupees, unless otherwise stated)

NOTE P - OPERATING REVENUE

Operating revenue comprises the following:

Particulars	Year ended 31 March 2015	Year ended 31 March 2014
Sale of goods and out licensing of intangible assets	65,934.45	59,819.12
Other operating revenue	344.95	213.45
Income from services	18.12	19.40
Total	**66,297.52**	**60,051.97**

NOTE Q - OTHER INCOME

Other income comprises the following:

Particulars	Year ended 31 March 2015	Year ended 31 March 2014
Sale of scrap	150.16	17.37
Miscellaneous receipts	54.48	31.03
Total	**204.64**	**48.40**

NOTE R - MATERIALS CONSUMED

Materials consumed for the year comprise the following:

Particulars	Year ended 31 March 2015	Year ended 31 March 2014
Consumption of raw material and packing material	17,209.96	13,445.73
Consumption of stores and spares	1,038.46	874.05
Total	**18,248.42**	**14,319.78**

NOTE S - EMPLOYEE COSTS

Employee costs comprise the following:

Particulars	Year ended 31 March 2015	Year ended 31 March 2014
Salaries, wages and bonus	11,066.03	9,458.67
Contribution to provident and other funds and retirement benefits	689.34	625.08
Welfare expenses	268.73	177.71
Total	**12,024.10**	**10,261.46**

(All amounts in million of Indian Rupees, unless otherwise stated)

NOTE T - OTHER EXPENSES

Other expenses comprise the following:

Particulars	Year ended 31 March 2015	Year ended 31 March 2014
Labour charges	812.34	686.10
Excise duty paid	736.78	602.47
Power, fuel and water charges	894.04	769.20
Repairs and maintenance	826.93	801.85
Rent, rates and taxes	941.39	861.06
Other manufacturing expenses	316.40	391.43
Incentive and commission	933.60	806.08
R&D consumable	1,623.77	1,414.30
Selling and marketing expenses	1,225.91	1,165.15
Sales promotion expenses	3,422.44	1,673.93
Travelling expenses	1,995.06	1,752.80
Freight outward	2,085.96	1,597.30
Telephone expenses	124.01	120.11
Provision for doubtful debts	384.84	12.49
Insurance	194.36	185.09
Electricity charges	197.04	165.83
Auditors remuneration	40.81	33.21
Exchange loss	1,563.40	96.11
Provision for product litigation/compensation claim (Refer note FF(1))	-	2,175.36
Legal and professional charges	1,231.01	767.72
Other operating expenses [includes expense relating to settlement of legal case (Refer note FF(2)]	5,153.78	4,074.89
Total	**24,703.87**	**20,152.48**

(All amounts in million of Indian Rupees, unless otherwise stated)

NOTE U - EMPLOYEE POST- RETIREMENT BENEFITS

The following are the employee benefit plans applicable to the employees of the Group.

a) Gratuity (defined benefit plan)

In accordance with applicable laws, the Group provides for gratuity, a defined benefit retirement plan ("the Gratuity Plan") covering eligible employees. The Gratuity Plan provides for a lump sum payment to vested employees on retirement, death, incapacitation or termination of employment of amounts that are based on salary and tenure of employment. Liabilities with regard to the Gratuity Plan are determined by actuarial valuation.

The Group recognised total retirement benefit costs related to all retirement plans as follows:

Particulars	31 March 2015	31 March 2014
Current service cost	97.79	81.19
Curtailment and past service cost	(4.04)	-
Personnel expenses	**93.75**	**81.19**
Net interest on defined benefit schemes	9.41	7.98
Administration cost (excluding cost for managing plan assets)	0.34	0.29
Net periodic expense	**103.50**	**89.46**

The remeasurement components recognised in the statement of other comprehensive income for the Group's defined benefit plans comprise the following:

Particulars	31 March 2015	31 March 2014
Actuarial (gains)/losses		
Based on adjustment of demographic assumptions	-	-
Based on adjustment of financial assumptions	159.39	(19.73)
Due to liability experience adjustment	(22.28)	(0.18)
Return on plan assets (excluding amounts in net interest on defined benefit schemes)	(32.07)	33.66
Total remeasurements recognised in the statement of other comprehensive income	**105.04**	**13.75**

The following tables show the change in present value of defined benefit obligations, the change in plan assets and the funded status recognised in the consolidated financial statements for the Group's defined benefit plans.

Particulars	31 March 2015	31 March 2014
Present value of funded obligations	1,131.51	940.63
Fair value of plan assets	(676.42)	(628.78)
Net defined benefit liability	**455.09**	**311.85**
Being:		
Retirement benefit assets	-	-
Retirement benefit liabilities	455.09	311.85

The movements in the net defined benefit liability recognised within the consolidated balance sheet are as follows:

Particulars	31 March 2015	31 March 2014
Beginning balance	311.85	225.20
Cost recognised in income statement	103.50	89.46
Remeasurement (gains) / losses recognised in other comprehensive income	105.04	13.75
Actual employer contributions	(64.88)	(50.37)
Exchange differences	(0.42)	33.81
Closing balance	**455.09**	**311.85**

(All amounts in million of Indian Rupees, unless otherwise stated)

The change in the present value of defined benefit obligations is as follows:

Particulars	31 March 2015	31 March 2014
Beginning balance	940.63	711.83
Current service cost	97.79	81.19
Interest cost on the defined benefit obligations	36.68	31.19
Actual employee contributions	18.24	20.65
Curtailment and past service cost	(4.04)	-
Actual benefit payments	(92.74)	25.92
Actuarial (gains)/losses - demographic assumptions	-	-
Actuarial (gains)/losses - financial assumptions	159.39	(19.73)
Actuarial (gains)/losses - liability experience	(22.28)	(0.18)
Administration cost (excluding cost for managing plan assets)	0.34	0.29
Exchange differences	(2.50)	89.47
Closing balance	**1,131.51**	**940.63**

The following table shows the change in the fair value of plan assets:

Particulars	31 March 2015	31 March 2014
Beginning balance	628.78	486.63
Interest income on plan assets	27.27	23.21
Actual employer contributions	36.61	36.47
Actual employee contributions	18.24	20.65
Actual benefit payments	(64.47)	39.82
Actual return on assets (excluding interest income on plan assets)	32.07	(33.66)
Exchange differences	(2.08)	55.66
Closing balance	**676.42**	**628.78**

The Group expects to contribute ₹ 172.57 million to its defined benefit plans in 2015-16.

The principal actuarial assumptions used for the defined benefit obligations at March 31, 2015 and the following year's are as follows:

Particulars	31 March 2015	31 March 2014
Discount rate (weighted average)	0.90% - 8.03%	2.10% - 9.31%
Rate of compensation increase (weighted average)	2% - 5%	2% - 5%
Inflation rate (weighted average)	0% - 1%	1%

Mortality rates have been set in accordance with current best practices in the respective countries. The average life expectancy in years on the balance sheet date is as follows:

Particulars	31 March 2015	31 March 2014
Average life expectancy (Years)	20 - 53	20 - 53

The major categories of plan assets as a per centage of total plan assets are as follows:

Particulars	31 March 2015	31 March 2014
Insurance contracts	100%	100%

A breakup of the defined benefit plan related balance sheet amounts at March 31, 2015 and 2014, is shown below.

Particulars	31 March 2015	31 March 2014
Present value of funded obligations	1,131.51	940.63
Fair value of plan assets	(676.42)	(628.78)
Net defined benefit liability	455.09	311.85

The present value of defined benefit obligations by category of members at March 31, 2015 and 2014, is shown below:

Particulars	31 March 2015	31 March 2014
Active	10,014	9,117
Present value of funded obligations	1,131.51	940.63

A feature all plans have in common is that the discount rate has a significant impact on the present value of obligations. The other assumptions have varying impacts on the different plans in different geographic regions. In the breakup presented below, the varying impact of changes in the key assumptions is shown as below.

(All amounts in million of Indian Rupees, unless otherwise stated)

Particulars	31 March 2015
Discount rate + 0.25% / +0.5 % p.a.	(51.48)
Discount rate - 0.25% / - 0.5 % p.a.	57.82
Rate of compensation increase + 0.5 % p.a.	26.69
Rate of compensation increase - 0.5 % p.a.	(25.08)

The duration of the defined benefit obligations at March 31, 2015 and 2014, are:

Particulars	31 March 2015	31 March 2014
Years	8-20	11-20
Weighted duration of the defined benefit obligations	8-20	15-19.7

b) Compensated leave of absence plan (other long term benefit plan)

The Group permits encashment of leave accumulated by their employees on retirement and separation. The liability for encashment of privilege leave is determined and provided on the basis of actuarial valuation performed by an independent actuary at date of the Statement of Financial Position.

The Group recognised total retirement benefit costs related to all retirement plans as follows:

Particulars	31 March 2015	31 March 2014
Current service cost	37.47	15.64
Personnel expenses	**37.47**	**15.64**
Net interest on defined benefit schemes	7.63	6.67
Actuarial (gains)/losses		
Based on adjustment of demographic assumptions	(3.84)	-
Based on adjustment of financial assumptions	21.77	-
Due to liability experience adjustment	17.35	-
Return on plan assets (excluding amounts in net interest on defined benefit schemes)	(1.87)	-
Net periodic expense	**78.51**	**22.31**

The remeasurement components recognised in the statement of other comprehensive income for the Group's defined benefit plans comprise the following:

Particulars	31 March 2015	31 March 2014
Actuarial (gains)/losses		
Based on adjustment of demographic assumptions	-	-
Based on adjustment of financial assumptions	-	(12.52)
Due to liability experience adjustment	-	27.05
Return on plan assets (excluding amounts in net interest on defined benefit schemes)	-	1.15
Total remeasurements recognised in other comprehensive income statement	**-**	**15.68**

The following tables show the change in present value of defined benefit obligations, the change in plan assets and the funded status recognised in the consolidated financial statements for the Group's defined benefit plans.

Particulars	31 March 2015	31 March 2014
Present value of funded obligations	220.85	179.63
Fair value of plan assets	(115.07)	(97.34)
Net defined benefit liability	**105.78**	**82.29**
Being:		
Retirement benefit assets	-	-
Retirement benefit liabilities	105.78	82.29

The movements in the net defined benefit liability recognised within the consolidated balance sheet are as follows:

Particulars	31 March 2015	31 March 2014
Beginning balance	82.29	83.32
Cost recognised in income statement	78.51	22.31
Remeasurement (gains) / losses recognised in other comprehensive income	-	15.68
Actual employer contributions	(55.02)	(39.02)
Closing balance	**105.78**	**82.29**

(All amounts in million of Indian Rupees, unless otherwise stated)

The change in the present value of defined benefit obligations is as follows:

Particulars	31 March 2015	31 March 2014
Beginning balance	179.63	164.31
Current service cost	37.47	15.64
Interest cost on the defined benefit obligations	16.65	13.15
Actual benefit payments	(48.18)	(28.00)
Actuarial (gains)/losses - demographic assumptions	(3.84)	-
Actuarial (gains)/losses - financial assumptions	21.77	(12.52)
Actuarial (gains)/losses - liability experience	17.35	27.05
Closing balance	**220.85**	**179.63**

The following table shows the change in the fair value of plan assets:

Particulars	31 March 2015	31 March 2014
Beginning balance	97.34	80.99
Interest income on plan assets	9.02	6.48
Return on plan assets	1.87	(1.15)
Actual employer contributions	6.84	11.02
Closing balance	**115.07**	**97.34**

The Group expects to contribute ₹ 159.82 in 2015-16.

The principal actuarial assumptions used for the defined benefit obligations at March 31, 2015 and the following year's are as follows:

Particulars	31 March 2015	31 March 2014
Discount rate (weighted average)	8.00% - 8.03%	9.25% -9.31%
Rate of compensation increase (weighted average)	3.75% - 5.00%	3.75% - 5.00%

Mortality rates have been set in accordance with current best practices in the respective countries. The average life expectancy in years on the balance sheet date is as follows:

Particulars	31 March 2015	31 March 2014
Average life expectancy at 58 (Years)	20 - 26.51	21.66

The major categories of plan assets as a per centage of total plan assets are as follows:

Particulars	31 March 2015	31 March 2014
Insurance contracts	100%	100%

A breakup of the defined benefit plan related balance sheet amounts at, March 31, 2015 and 2014, is shown below.

Particulars	31 March 2015	31 March 2014
Present value of obligations	220.85	179.63
Fair value of plan assets	(115.07)	(97.34)
Net defined benefit liability	**105.78**	**82.29**

The present value of defined benefit obligations by category of members at March 31, 2015 and 2014, is shown below:

Particulars	31 March 2015	31 March 2014
Active	9,942	9,048
Present value of obligations	220.85	179.63

A feature all plans have in common is that the discount rate has a significant impact on the present value of obligations. The other assumptions have varying impacts on the different plans in different geographic regions. In the breakup presented below, the varying impact of changes in the key assumptions is shown as below.

Particulars	31 March 2015
Discount rate + 0.5 % p.a.	(14.93)
Discount rate - 0.5 % p.a.	17.04
Rate of compensation increase + 0.5 % p.a.	16.58
Rate of compensation increase - 0.5 % p.a.	(15.31)

(All amounts in million of Indian Rupees, unless otherwise stated)

The duration of the defined benefit obligations at March 31, 2015 and 2014 are:

Particulars	31 March 2015	31 March 2014
Years	10-20	11-20
Weighted duration of the defined benefit obligations	9-20	15-17

c) Provident fund and others (defined contribution plan)

Apart from being covered under the Gratuity Plan described earlier, employees of the Indian companies participate in a provident fund plan; a defined contribution plan. The Group makes annual contributions based on a specified percentage of salary of each covered employee to a government recognised provident fund. The Group does not have any further obligation to the provident fund plan beyond making such contributions. Upon retirement or separation an employee becomes entitled for this lump sum benefit, which is paid directly to the concerned employee by the fund. The Group contributed approximately ₹ 194.69 (P.Y. ₹ 203.08) to the provident fund plan during the year ended 31 March 2015.

NOTE V - RESEARCH AND DEVELOPMENT EXPENDITURE

During the year, the Group expenditure on research and development is ₹ 6,014.42 (P.Y. ₹ 5,998.06).

NOTE W - SHARE BASED EMPLOYEE REMUNERATION

Employee Stock Option Scheme, 2003 (ESOS)

The Company has formulated an Employee Stock Option Scheme (‘ESOS’) scheme namely ESOS 2003 under which it has made grants on various dates from time to time. Each grant has a vesting period which varies from 1 - 2 years and up to 4 - 6 years from the date of grant depending on the terms of the grant. The grants are made at the market price of the equity shares of the company on either the date or the closing price of the date prior to day of the grant.

The aggregate share options and weighted average exercise price under all the above mentioned plans are as follows:

	2015		2014	
	Number*	Weighted average Price*(₹)	Number*	Weighted average Price*(₹)
Outstanding at 1 April	282,100	301.53	753,800	317.39
Granted	-	-	-	-
Forfeited/cancelled	(46,400)	343.45	(101,700)	286.86
Exercised	(70,900)	286.87	(370,000)	337.88
Outstanding as at 31 March	164,800	296.03	282,100	301.53

All share based employee remuneration would be settled in equity. The group has no legal or constructive obligation to repurchase or settle the options.

The fair values of options granted are determined using the Black-Scholes valuation model. Significant inputs into the calculation are:

	31 March 2015	31 March 2014
Share price (₹)*	120.85 – 480.40	120.85 – 480.40
Exercise price (₹)*	120.85 – 480.40	120.85 – 480.40
Weighted average volatility rate	40% - 60%	40% - 60%
Dividend payout	200%	200%
Risk free rate	7.75% - 9.00%	7.75% - 9.00%
Average remaining life	1- 42 months	1- 60 months

*All figures have been accordingly adjusted for

- Split of face value from ₹ 10 to ₹ 2 in October 2003

- 1:1 bonus issue in April 2005 and Split of face value from ₹ 2 to ₹ 1 in September 2007.

The underlying expected volatility was determined by reference to historical data, adjusted for unusual share price movements. No special features inherent to the options granted were incorporated into measurement of fair value.

(All amounts in million of Indian Rupees, unless otherwise stated)

NOTE X - RELATED PARTY TRANSACTIONS

Related parties with whom the Group has transacted during the year

Key Management Personnel

Mr. Glenn Saldanha

Mrs. Cherylann Pinto

Mr. Rajesh Desai

Mr. Sanjay Kumar Chowdhary

Others

Mrs. B. E. Saldanha

Enterprises over which significant influence exercised by key management personnel/directors

Glenmark Foundation

Glenmark Aquatic Foundation

Summary of transactions with related parties during the year

Nature of Transaction	Year ended 31 March 2015	Year ended 31 March 2014
Contribution paid for CSR activities to		
Glenmark Foundation	18.40	-
Glenmark Aquatic Foundation	5.10	-
Transactions with key management personnel		
Remuneration	133.24	129.58
Others	0.06	0.08

The directors are covered under the Group's gratuity policy and ESOP scheme along with other employees of the Group. Proportionate amount of gratuity and stock compensation expense is not included in the aforementioned disclosures as it cannot be separately ascertained.

NOTE Y - DERIVATIVES DISCLOSURE

a. Derivatives outstanding as at the reporting date

In millions

Particulars	Currency	31 March 2015	31 March 2014
Forward contract	USD	-	10.00

Fair value of derivative financial instruments are determined using valuation techniques based on information derived from observable market data.

b. Mark-to-Market losses/(gain)

Particulars	31 March 2015	31 March 2014
Mark-to-market losses/(gain) provided for	-	(20.28)

NOTE Z - EARNINGS PER SHARE (EPS)

The basic earnings per share for the year ended 31 March 2015 has been calculated using the net results attributable to shareholders of Glenmark as the numerator.

Calculation of basic and diluted EPS is as follows:

Particulars	31 March 2015	31 March 2014
Profit attributable to shareholders of Glenmark, for basic and dilutive	4,753.10	5,422.75
Weighted average number of shares outstanding during the year for Basic EPS	271,263,190	271,028,503
Effect of dilutive potential ordinary shares:		
Employee stock options	94,493	124,834
Weighted average number of shares outstanding during the year for dilutive EPS	271,357,683	271,153,337
Basic EPS, in ₹	**17.52**	**20.01**
Diluted EPS, in ₹	**17.52**	**20.00**

(All amounts in million of Indian Rupees, unless otherwise stated)

NOTE AA - COMMITMENTS AND CONTINGENCIES

Particulars	31 March 2015	31 March 2014
Bank guarantees	73.82	71.76
Letters of credit issued by bankers	837.85	660.66
Guarantees given to third party for office rentals	12.68	13.15
Indemnity bond	2,775.23	393.71
Disputed Income tax/Excise duty/Sales tax	223.92	155.01
Others	145.38	0.07

Estimated amount of contracts remaining to be executed on capital account, net of advances, not provided for as at 31 March 2015 aggregate ₹ 485.18 (2014 - ₹ 796.43)

(a) In January 2014, the National Pharma Pricing Authority (NPPA) issued a demand notice of ₹ 150 towards overpricing of product "Doxovent 400 mg tab". The Company has filed a petition under Article 32 with the Hon'ble Supreme Court of India (Hon'ble Court), challenging the issue of the above mentioned demand notice on various grounds. This petition has been tagged alongwith another petition filed by another pharmaceutical company, pending before supreme court relating to the inclusion criteria of certain drugs including "Theophylline" in the schedule of the DPCO, 1995, both matters are sub-judice before the Hon'ble Court.

The Hon'ble Court passed an ad-interim order staying any coercive steps against the Company.

The Hon'ble Court has constituted a special bench to hear the petition (along with other petitions filed in this regard) and the matter is expected to be listed in due course.

The company based on legal advise, does not forsee any liability devolving in this regard.

(b) Merck Sharp & Dohme Pharmaceuticals Private Limited ('Merck'), the Indian affiliate of Merck & Co. Inc., USA had filed a suit for infringement and was seeking permanent injunction in the Hon'ble High Court at Delhi to restrain the Company from manufacturing and sale of generic versions of Merck's product Januvia (Sitagliptin Phosphate Monohydrate). The petition was dismissed by the single bench of the Hon'ble High Court at Delhi and Merck had filed an appeal before the divisional bench of the Hon'ble High Court at Delhi. On 20 March 2015, the High Court of Delhi injuncted the Company from making and marketing the product Zita and Zita-Met.

The Hon'ble Supreme Court of India on Special Leave Petition filed by the Company directed the trial to be expedited and completed by 30 June 2015 and daily hearing before Single Judge, Delhi High Court from 6 July 2015.

The Supreme Court permitted the Company to continue selling the existing stock while restrained from further manufacturing of the said products.

NOTE BB - LEASES

The Group has taken on lease/leave and licence godowns/residential & office premises at various locations.

i) The Group's significant leasing arrangements are in respect of the above godowns & premises (including furniture and fittings therein, as applicable). The aggregate lease rentals payable are charged to Consolidated Income Statement as Rent.

ii) The Leasing arrangements which are cancellable range between 11 months to 5 years. They are usually renewable by mutual consent on mutually agreeable terms. Under these arrangements, generally refundable interest free deposits have been given towards deposit and unadjusted advance rent is recoverable from the lessor.

The Company has entered into operating lease agreements for the rental of its office premises for a period of 3 to 5 years.

Particulars	31 March 2015	31 March 2014
Minimum lease payments		
Due within one year	465.16	327.04
Due later than one year and not later than five years	1,359.27	924.54
Due later than five years	69.14	146.90
Total	**1,893.57**	**1,398.48**

(All amounts in million of Indian Rupees, unless otherwise stated)

NOTE CC - SEGMENT REPORTING

The Chief Operating Decision Maker ("CODM") evaluates the Group's performance and allocates resources based on an analysis of various performance indicators by reportable segments. The Group's reportable segments are as follows:

1. India
2. United States
3. Latin America
4. Europe
5. Rest of the World

The reportable segments derives their revenues from the sale of pharmaceuticals products (generics, speciality) and milestone payments. The CODM reviews revenue as the performance indicator, and does not review the total assets and liabilities for each reportable segment.

The measurement of each segment's revenues, expenses and assets is consistent with the accounting policies that are used in preparation of the Group's consolidated financial statements.

Information about reportable segments

Segmental Revenue	Year ended 31 March 2015	Year ended 31 March 2014
India	23,542.35	20,458.35
USA	20,397.66	20,270.24
Latin America	7,640.00	4,045.54
Europe	6,744.38	5,426.21
Rest of the world (ROW)	7,973.13	9,851.63
Total	**66,297.52**	**60,051.97**

Analysis of assets by reportable segments

As at 31 March 2015	India	USA	Latin America	Europe	ROW	Total
Tangible assets	17,513.67	1,426.25	874.13	627.46	127.98	20,569.49
Intangible assets	1,500.18	766.30	1,417.37	8,390.50	60.58	12,134.93
Total	**19,013.85**	**2,192.55**	**2,291.50**	**9,017.96**	**188.56**	**32,704.42**

As at 31 March 2014	India	USA	Latin America	Europe	ROW	Total
Tangible assets	15,709.42	72.74	1,028.60	737.99	79.38	17,628.13
Intangible assets	1,654.36	1,160.12	2,263.56	7,549.38	101.34	12,728.76
Total	**17,363.78**	**1,232.86**	**3,292.16**	**8,287.37**	**180.72**	**30,356.89**

(All amounts in million of Indian Rupees, unless otherwise stated)

NOTE DD - FINANCIAL ASSETS

Trade receivables comprise amounts receivable from the sale of goods and services. Other current assets include prepayments, input taxes, advances to vendors, accrued interest and deposits and advances receivable in cash and kind.

The management consider that the carrying amount of trade and other receivables approximates their fair value.

Bank balances and cash comprise cash and short-term deposits held by the group treasury function. The carrying amount of these assets approximates their fair value.

Available-for-Sale investments – Non-current represent investments in preferred stock of other pharmaceutical companies which present the Group with opportunity for return through dividend income.

The investment in equity and preference shares amounting to ₹ 171.15 (P.Y. ₹ 181.15) been stated at cost less impairment charges as these are unlisted and therefore the fair value of the Group's equity investment in this entity cannot be reliably measured.

Given below is the summary of financial assets as categorised in IAS 39 as on 31 March 2015 :

Particulars	Loans and receivables	Available for sale	Derivative financial instruments	Total carrying value	Total fair value
Security deposits (long term financial assets)	193.79	-	-	193.79	193.79
Other investments (long term financial assets)	-	171.18	-	171.18	171.18
Restricted cash	121.45	-	-	121.45	121.45
Cash and cash equivalent	7,637.35	-	-	7,637.35	7,637.35
Trade receivables, net	25,117.65	-	-	25,117.65	25,117.65
Short term financial assets	107.68	-	-	107.68	107.68
Others (long term financial assets)	-	-	-	-	-
Total	**33,177.92**	**171.18**	-	**33,349.10**	**33,349.10**

Given below is the summary of financial assets as categorised in IAS 39 as on 31 March 2014 :

Particulars	Loans and receivables	Available for sale	Derivative financial instruments	Total carrying value	Total fair value
Security deposits (long term financial assets)	146.93	-	-	146.93	146.93
Other investments (long term financial assets)	-	181.18	-	181.18	181.18
Restricted cash	78.34	-	-	78.34	78.34
Cash and cash equivalent	7,947.99	-	-	7,947.99	7,947.99
Trade receivables, net	21,563.40	-	-	21,563.40	21,563.40
Short term financial assets	148.15	-	20.28	168.43	168.43
Others (long term financial assets)	2.48	-	-	2.48	2.48
Total	**29,887.29**	**181.18**	**20.28**	**30,088.75**	**30,088.75**

NOTE EE - FINANCIAL LIABILITIES

Trade and other payables principally comprise amounts outstanding for trade purchases and on-going costs.

The management consider that the carrying amount of trade payables approximates to their fair value.

Given below is the summary of financial liabilities as categorised in IAS 39 as on 31 March 2015:

Particulars	Trade and other payables	Total carrying value	Total fair value
Security deposits (Long term financial liabilities)	47.44	47.44	47.44
Trade payables	20,456.67	20,456.67	20,456.67
Long term borrowings	25,743.80	25,743.80	25,743.80
Short term borrowings	3,476.00	3,476.00	3,476.00
Current portion of long term borrowings	8,779.52	8,779.52	8,779.52
Short term financial liabilities	567.65	567.65	567.65
Total	**59,071.08**	**59,071.08**	**59,071.08**

(All amounts in million of Indian Rupees, unless otherwise stated)

Given below is the summary of financial liabilities as categorised in IAS 39 as on 31 March 2014:

Particulars	Trade and other payables	Total carrying value	Total fair value
Security deposits (Long term financial liabilities)	59.02	59.02	59.02
Trade payables	13,625.84	13,625.84	13,625.84
Long term borrowings	24,286.61	24,286.61	24,286.61
Short term borrowings	3,533.16	3,533.16	3,533.16
Current portion of long term borrowings	4,849.95	4,849.95	4,849.95
Short term financial liabilities	2,808.77	2,808.77	2,808.77
Total	**49,163.35**	**49,163.35**	**49,163.35**

NOTE FF - OTHER EVENTS

(1) Sanofi-Aventis Deutschland GmbH et al. alleged that the company's filing of an Abbreviated New Drug Application that sought approval to market a generic equivalent to Abbott's TARKA drug product was an infringement of plaintiffs' U.S. Patent 5,721,244 under 35 U.S.C. 271 (e) (2). On January 14, 2011, a jury found the patent valid, infringed, and awarded Abbott approximately USD 16 million in damages. On May 30, 2012, the district court denied the Company's post-trial motion that the patent is valid. On April 21, 2014, the United States Court of Appeals for the Federal Circuit affirmed the district court's judgement that the patent is valid and plaintiffs Abbott Laboratories and Abbott Laboratories, Inc., had standing to collect damages, and remanded the case to the district court for an accounting of post-verdict damage. The Company has made a provision in the previous year ended on 31 March 2014 for an amount equivalent to USD 36 million towards probable loss of profits, price erosion, supplemental damages, legal fees, interest till the date of the verdict.

(2) Glenmark Pharmaceuticals Inc., USA (Formerly known as Glenmark Generics Inc., USA) (subsidiary of the Company) has settled dispute resolution with attorney general of the State of Texas (USA) on 7 April 2015. Under the settlement agreement, Glenmark will pay the State of Texas a total of USD13.75 million (including USD 2.5 million for attorneys' fees and costs) for the State's general revenue fund and USD 11.25 million to the federal government. Total liability is USD 25 million (₹ 1,562.37). Payment will be made in 16 equal payments of USD 1.5625 million each quarter for the next 16 quarters commencement from 1 April 2015. Amount due in the next 12 months is USD 6.25 million (₹ 390.59) which is recognised as current liability.

NOTE GG - RISK MANAGEMENT OBJECTIVES AND POLICIES

The Group is exposed to a variety of financial risks which results from the Group's operating and investing activities. The Group's risk management is coordinated by its parent company, in close co-operation with the board of directors and the core management team of the subsidiaries, and focuses on actively securing the Group's short to medium term cash flows by minimising the exposure to financial markets.

The Group does not actively engage in the trading of financial assets for speculative purposes nor does it write options.

Financial assets that potentially subject the Group to concentrations of credit risk consist principally of cash equivalents, accounts receivables, other receivables, investment securities and deposits. By their nature, all such financial instruments involve risk including the credit risk of non-performance by counter parties.

The Group's cash equivalents and deposits are invested with banks.

The Group's trade and other receivables are actively monitored to review creditworthiness of the customers to whom credit terms are granted and also avoid significant concentrations of credit risks.

The Group's interest-rate risk arises from long-term borrowings. Borrowings obtained at variable rates expose the Group to cash flow interest-rate risk. Borrowings issued at fixed rates expose the Group to fair value interest-rate risk.

Foreign currency sensitivity

The overseas entities of the Group operate in different countries. The functional currency of such entities is the currency being used in that particular country. The bulk of contributions to the Group's assets, liabilities, income and expenses in foreign currency are denominated in US Dollar and EURO. Apart from US Dollar, foreign currency transactions are entered into by entities in GBP, Swiss Francs and several other currencies as applicable in the country in which the particular entity operates. However, the size of these entities relative to the total Group and the volume of transactions in such currencies are not material.

Thus, the foreign currency sensitivity analysis has been performed in relation to US Dollar (USD) and Euro (EUR).

US Dollar conversion rate was ₹ 59.88 at the beginning of the year and scaled to a high of ₹ 63.79 and to low of ₹ 58.48. The closing rate is ₹ 62.50. Considering the volatility in direction of strengthening dollar upto 10% , the sensitivity analysis has been disclosed at 10% movements on strengthening and weakening effect for presenting comparable movement due to currency fluctuations.

(All amounts in million of Indian Rupees, unless otherwise stated)

Foreign currency denominated financial assets and liabilities, translated into USD at the closing rate, are as follows.

In million

Nominal amounts	31 March 2015		31 March 2014	
	USD	INR	USD	INR
Short-term exposure				
Financial assets	192.80	12,049.75	78.34	4,707.43
Financial liabilities	(97.92)	(6,119.93)	(116.02)	(6,971.37)
Short-term exposure	**94.88**	**5,929.82**	**(37.68)**	**(2,263.94)**
Long term exposure				
Financial assets	-	-	-	-
Financial liabilities	(74.75)	(4,671.88)	-	-
Long term exposure	**(74.75)**	**(4,671.88)**	-	-

If the INR had strengthened against the US Dollar by 10% then this would have the following impact:

In million

	31 March 2015		31 March 2014	
	USD	INR	USD	INR
Net results for the year	(2.01)	(125.79)	3.77	226.39
Equity	-	-	-	-

If the INR had weakened against the US Dollar by 10% then this would have the following impact:

In million

	31 March 2015		31 March 2014	
	USD	INR	USD	INR
Net results for the year	2.01	125.79	(3.77)	(226.39)
Equity	-	-	-	-

EUR conversion rate was ₹82.65 at the beginning of the year and scaled to a high of ₹84.75 and to low of ₹66.26. The closing rate is ₹ 68.03. Considering the volatility in direction of strengthening EUR upto 10% , the sensitivity analysis has been disclosed at 10% movements on strengthening and weakening effect for presenting comparable movement due to currency fluctuations.

Foreign currency denominated financial assets and liabilities, translated into EUR at the closing rate, are as follows.

In million

Nominal amounts	31 March 2015		31 March 2014	
	EUR	INR	EUR	INR
Short term exposure				
Financial assets	7.47	508.29	2.80	231.26
Financial liabilities	(5.52)	(375.66)	(11.82)	(976.65)
Short term exposure	**1.95**	**132.63**	**(9.02)**	**(745.39)**
Long term exposure				
Financial assets	-	-	-	-
Financial liabilities	(18.00)	(1,224.49)	(30.50)	(2,519.66)
Long term exposure	**(18.00)**	**(1,224.49)**	**(30.50)**	**(2,519.66)**

If the INR had strengthened against the EUR by 10% then this would have the following impact:

In million

	31 March 2015		31 March 2014	
	EUR	INR	EUR	INR
Net results for the year	1.61	109.19	3.95	326.50
Equity	-	-	-	-

(All amounts in million of Indian Rupees, unless otherwise stated)

If the INR had weakened against the EUR by 10% then this would have the following impact:

In million

	31 March 2015		31 March 2014	
	EUR	INR	EUR	INR
Net results for the year	(1.61)	(109.19)	(3.95)	(326.50)
Equity	-	-	-	-

Interest rate sensitivity

The Group's policy is to minimise interest rate cash flow risk exposures on long-term borrowing. The Group has taken several short term borrowings on fixed rate of interest. Since, there is no interest rate cash outflow associated with such fixed rate loans; an interest rate sensitivity analysis has not been performed.

The Group has also borrowed USD 581.48 million (P.Y. USD 443.48 million) and EUR 18 million (P.Y. EUR 30.50 million). In case of LIBOR/Benchmark prime lending rate (BPLR) increases by 25 basis points then such increase shall have the following impact on:

	31 March 2015	31 March 2014
Net results for the year	(93.91)	(72.92)
Equity	-	-

In case of LIBOR/Benchmark prime lending rate (BPLR) decreases by 25 basis points then such decrease shall have the following impact on:

	31 March 2015	31 March 2014
Net results for the year	93.91	72.92
Equity	-	-

The bank deposits are placed on fixed rate of interest of approximately 7% to 9%. As the interest rate does not vary unless such deposits are withdrawn and renewed, sensitivity analysis is not performed.

Credit risk analysis

The Group's exposure to credit risk is limited to the carrying amount of financial assets recognised at the date of statement of financial position, as summarised below:

	31 March 2015	31 March 2014
Cash & cash equivalents	7,637.35	7,947.99
Restricted cash	121.45	78.34
Trade receivables	25,117.65	21,563.40
Short term financial assets	107.68	168.43
Long term financial assets	364.97	330.59
Total	**33,349.10**	**30,088.75**

The Group continuously monitors defaults of customers and other counterparties, identified either individually or by the Group, and incorporates this information into its credit risk controls. The Group's policy is to deal only with creditworthy counterparties.

The Group's management considers that all the above financial assets that are not impaired for each of the reporting dates under review are of good credit quality, including those that are past due. None of the Group's financial assets are secured by collateral or other credit enhancements.

In respect of trade and other receivables, the Group's exposure to any significant credit risk exposure any single counterparty or any groups of counterparties having similar characteristics is considered to be negligible. The credit risk for liquid funds and other short-term financial assets is considered negligible, since the counterparties are reputable banks with high quality external credit ratings.

Liquidity risk analysis

The Group manages its liquidity needs by carefully monitoring scheduled debt servicing payments for long-term financial liabilities as well as cash-outflows due in day-to-day business. Liquidity needs are monitored in various time bands, on a day-to-day and week-to-week basis, as well as on the basis of a rolling 30 day projection. Long-term liquidity needs for a 180 day and a 360 day lookout period are identified monthly.

The Group maintains cash and marketable securities to meet its liquidity requirements for up to 30 day periods. Funding in regards to long-term liquidity needs is additionally secured by an adequate amount of committed credit facilities and the ability to sell long-term financial assets.

(All amounts in million of Indian Rupees, unless otherwise stated)

As at 31 March 2015, the Group's liabilities have contractual maturities which are summarised below:

	Current		Non-Current	
	Within 6 months	6 to 12 months	1to 5 years	More than 5 years
Trade payable	20,456.67	-	-	-
Financial liabilities	567.65	-	47.44	-
Short term borrowings	2,851.05	624.95	-	-
Current portion of long term borrowings	3,950.22	4,829.30	-	-
Long-term borrowings	-	-	25,743.80	-
Total	**27,825.59**	**5,454.25**	**25,791.24**	**-**

NOTE HH - CAPITAL MANAGEMENT POLICIES AND PROCEDURES

The Group's capital management objectives are:

- to ensure the Group's ability to continue as a going concern; and
- to provide an adequate return to shareholders by pricing products and services commensurately with the level of risk.

The Group monitors capital on the basis of the carrying amount of equity less cash and cash equivalents as presented on the face of the statement of financial position. Capital for the reporting periods under review is summarised as follows:

The Group's goal in capital management is to maintain a capital-to-overall financing structure ratio as low as possible.

The Group sets the amount of capital in proportion to its overall financing structure, i.e. equity and financial liabilities. The Group manages the capital structure and makes adjustments to it in the light of changes in economic conditions and the risk characteristics of the underlying assets. In order to maintain or adjust the capital structure, the Group may adjust the amount of dividends paid to shareholders, return capital to shareholders, issue new shares, or sell assets to reduce debt.

	31 March 2015	31 March 2014
Total equity	30,001.49	29,965.60
Less: cash & cash equivalents	7,637.35	7,947.99
Capital	**22,364.14**	**22,017.61**
Total equity	30,001.49	29,965.60
Add borrowings	37,999.32	32,669.72
Overall financing	**68,000.81**	**62,635.32**
Capital to overall financing ratio	**0.33**	**0.35**

NOTE II - POST REPORTING EVENTS

The Company in its meeting of Preferential Issue Committee of the Board of Directors held on May 19, 2015, has allotted 10,800,000 Equity Shares of the face value of ₹ 1/- each at a price of ₹ 875 per equity share to Aranda Investments (Mauritius) Pte Ltd., on preferential basis in terms of Chapter VII of SEBI (ICDR) Regulations and the applicable sections of the Companies Act, 2013.

NOTE JJ - AUTHORISATION OF FINANCIAL STATEMENTS

The consolidated financial statements for the year ended 31 March 2015 were approved by the Board of Directors on 29 May 2015.

Prior year's figures have been regrouped or reclassified wherever necessary to confirm to current year's classification.

For **Walker Chandiok & Co LLP**
Chartered Accountants
Firm Registration Number : 001076N/N500013

per **Ashish Gupta**
Partner
Membership Number - 504662

Place: Mumbai
Date : 29 May 2015

For and on behalf of the Board of Directors

Glenn Saldanha
Chairman & Managing Director

Cherylann Pinto
Executive Director

Rajesh Desai
Executive Director

Sanjay Kumar Chowdhary
Company Secretary & Compliance Officer

A TRIBUTE TO THE FOUNDER

Founder
Late Mr. Gracias Saldanha

"Achievement, Respect and Knowledge are the values on which he built Glenmark. The seed of our phenomenal growth story lies in the values instilled by our founder. And, it is these values which continue to guide the company achieve greater heights going ahead."

GLENMARK PHARMACEUTICALS LIMITED

Registered Office: B/2, Mahalaxmi Chambers, 22, Bhulabhai Desai Road, Mumbai - 400 026
Corporate Office: Glenmark House, HDO Corporate Building, Wing A, B. D. Sawant Marg, Chakala,
Off Western Express Highway, Andheri (E), Mumbai - 400 099.
CIN: L24299MH1977PLC019982
Website: www.glenmarkpharma.com; Email: complianceofficer@glenmarkpharma.com

NOTICE

Notice is hereby given that the Thirty Seventh Annual General Meeting of the Company will be held on Tuesday, 22nd September, 2015 at 11:00 a.m. at Sunville Banquet & Conference Hall, 3rd Floor, Dr. Annie Besant Road, Worli, Mumbai – 400 018 to transact the following business:

ORDINARY BUSINESS:

1. To receive, consider, approve and adopt the Audited Financial Statements (including Audited Consolidated Financial Statements) for the Financial Year ended 31st March, 2015 together with the reports of the Board of Directors and Auditors thereon.
2. To declare dividend on Equity Shares.
3. To appoint a Director in place of Mrs. Cherylann Pinto (DIN 00111844) who retires by rotation and being eligible, offers herself for re-appointment as per Section 152(6) of the Companies Act, 2013.
4. To appoint auditors and fix the remuneration and in this regard to consider and if thought fit, to pass the following resolution as an **Ordinary Resolution:**

   "**RESOLVED THAT** Walker Chandiok & Co LLP (Firm Registration No. 001076N), be and are hereby appointed as Auditors of the Company, to hold office from the conclusion of this Annual General Meeting ("**AGM**") until the conclusion of the 42nd AGM of the Company subject to ratification of the appointment by the members at every AGM till 41st AGM, at such remuneration as shall be fixed by the Board of Directors of the Company."

SPECIAL BUSINESS:

5. To consider and if thought fit, to pass the following resolution as an **Ordinary Resolution:**

   "RESOLVED THAT pursuant to Section 148 of the Companies Act, 2013 and Companies (Audit and Auditors) Rules, 2014, the remuneration of ₹ 1.15 million excluding applicable taxes and reimbursement of actual travel and out-of pocket expenses for the Financial Year ending 31st March, 2016 as approved by the Board of Directors of the Company to be paid to Sevekari, Khare & Associates, Cost Accountants, for the conduct of the cost audit of cost records of the Company, be and is hereby ratified and confirmed."

By Order of the Board
For **Glenmark Pharmaceuticals Limited**

Sanjay Kumar Chowdhary
Company Secretary & Compliance Officer

Registered Office:
B/2, Mahalaxmi Chambers,
22, Bhulabhai Desai Road,
Mumbai - 400 026

Place: Mumbai.
Date: 29 May 2015

Notes:

1. **A MEMBER ENTITLED TO ATTEND AND VOTE AT THE MEETING IS ENTITLED TO APPOINT A PROXY TO ATTEND AND VOTE INSTEAD OF HIMSELF/HERSELF AND A PROXY NEED NOT BE A MEMBER OF THE COMPANY. THE PROXY IN ORDER TO BE EFFECTIVE MUST BE DEPOSITED AT THE REGISTERED OFFICE OF THE COMPANY NOT LESS THAN 48 HOURS BEFORE THE COMMENCEMENT OF THE MEETING.**
2. **A PERSON CAN ACT AS A PROXY ON BEHALF OF MEMBERS NOT EXCEEDING FIFTY AND HOLDING IN THE AGGREGATE NOT MORE THAN TEN PERCENT OF THE TOTAL SHARE CAPITAL OF THE COMPANY CARRYING VOTING RIGHTS. A MEMBER HOLDING MORE THAN TEN PERCENT OF THE TOTAL SHARE CAPITAL OF THE COMPANY CARRYING VOTING RIGHTS MAY APPOINT A SINGLE PERSON AS PROXY AND SUCH PERSON SHALL NOT ACT AS A PROXY FOR ANY OTHER PERSON OR SHAREHOLDER.**

   A proxy may not vote except on a poll.
3. The Register of Members and the Share Transfer Books of the Company will remain closed from Monday, 14th September, 2015 to Tuesday, 22nd September, 2015 (both days inclusive) for ascertaining the names of the shareholders to whom the dividend which if declared at the AGM is payable. In respect of shares held in electronic form, the dividend will be payable on the basis of the beneficial ownership as per details furnished by National Securities Depository Ltd. and Central Depository Services (India) Ltd., for this purpose.
4. Members seeking any information with regard to accounts are requested to write to the Company Secretary at least ten days in advance, to enable the Company to keep the information ready.
5. The documents referred to in the Notice/Explanatory Statement will be available for inspection by the members of the Company at the Corporate Office of the Company between 11:00 a.m. and 1:00 p.m., on any working day of the Company up to and including the date of the Meeting.
6. Members are requested to:
   (a) Bring their copy of the Annual Report for the meeting.
   (b) Send to the Registrars their ECS/NECS Bank Mandate Form, to ensure safe and prompt receipt of dividend. This is to avoid fraudulent encashment of warrants.
   (c) Note that those members who hold shares in physical form are requested to address all correspondence relating to Share Transfers/Change of Address to the Company's Registrar and Transfer Agents, viz., Karvy Computershare Private Limited, Karvy Selenium Tower B, Plot No. 31-32, Gachibowli, Financial District, Nanakramguda, Serilingampally, Hyderabad – 500 032 and to their respective depository participants, in case shares are held in electronic mode.
   (d) Advice the Company's Registrars for consolidation of their shares into a single folio wherever different folios have been allotted to them.
   (e) Quote their folio No. in all their correspondence.
7. Corporate Members intending to send their authorised representatives to attend the meeting are requested to send a certified copy of the Board Resolution authorising their representatives to attend and vote on their behalf at the meeting.
8. Non-Resident Indian shareholders are requested to inform about the following to the Company or its Share Transfer Agent or the concerned Depository Participant, as the case may be, immediately:
   (a) The change in the residential status on return to India for permanent settlement.
   (b) The particulars of the NRE Account with a Bank in India, if not furnished earlier.
9. Only bonafide members of the Company whose names appear on the Register of Members/Proxy holders, in possession of valid attendance slips duly filled and signed will be permitted to attend the meeting. Members holding shares in dematerialised form are requested to write their Client ID and DP ID No. and those who hold shares in physical form are requested to write their Folio No. in the Attendance Slip.
10. Pursuant to the provisions of Section 205A(5) and 205C of the Companies Act, 1956, (which are still applicable as the relevant sections under the Companies Act, 2013 are yet to be notified), any dividend remaining unclaimed or unpaid for a period of 7 years from the date of transfer to the unclaimed or unpaid divided account of the Company, shall be transferred by the Company to the Investor Education and Protection Fund (the IEPF) established by the Central Government. Accordingly, the unclaimed interim dividend for the Financial Year ending on 31st March, 2008 has been transferred to the IEPF account in the Financial Year 2014-15.
11. The Securities and Exchange Board of India (SEBI) has mandated the submission of the Permanent Account Number (PAN) by every participant in the securities market. Members holding shares in electronic form are, therefore, requested to submit their PAN to their Depository Participant(s). Members holding shares in physical form shall submit their PAN details to the Company's Registrar and Share Transfer Agents.
12. In compliance with the provisions of Section 108 of the Companies Act, 2013 read with Rule 20 of the

Companies (Management and Administration) Rules, 2014 as amended by the Companies (Management and Administration) Rules, 2015 and Clause 35B of the Listing Agreement, the Company is pleased to provide to its Members facility to exercise their right to vote on resolutions proposed to be considered at the AGM by electronic means and the business may transacted through e-voting services arranged by Karvy Computershare Private Limited ("Karvy"). The instructions for e-voting (forming an integral part of this notice) is being sent separately by electronic mode to all members whose Email addresses are registered with the Company / Depository Participant(s) unless a member has requested for documents in physical mode. For members who have not registered their email addresses, physical copies of the aforesaid documents are being sent by the permitted mode.

13. In view of the 'Green Initiative in Corporate Governance' introduced by the Ministry of Corporate Affairs and in terms of the provisions of the Companies Act, 2013, all Members who are holding shares of the Company in physical mode, are required to register their Email ids, so as to enable the Company to send all notices/ reports/ documents/ intimations and other correspondences, etc. through Emails, in the electronic mode instead of receiving physical copies of the same. The Members holding shares in demat mode, who have not registered their Email ids with Depository Participant, are requested to register/update their Email ids with their Depository Participant(s).
14. Details as required under Clause 49 of the Listing Agreement entered with the Stock Exchanges and SS-2 (Secretarial Standard on General Meetings) in respect of Directors seeking appointment or re-appointment at the AGM, forms an integral part of the Notice.
15. The route map of the venue of the AGM forms an integral part of the Notice. The prominent landmark for the venue is next to HP Petrol Pump at the junction of Worli Seaface Road and Dr. Annie Besant Road.

By Order of the Board
For **Glenmark Pharmaceuticals Limited**

Sanjay Kumar Chowdhary
Company Secretary & Compliance Officer

Registered Office:
B/2, Mahalaxmi Chambers,
22, Bhulabhai Desai Road,
Mumbai - 400 026

Place: Mumbai.
Date: 29 May 2015

EXPLANATORY STATEMENT IN RESPECT OF THE SPECIAL BUSINESS PURSUANT TO SECTION 102 OF THE COMPANIES ACT, 2013

Item No. 5

In pursuance of Section 148 of the Companies Act, 2013 and Rule 14 of Companies (Audit and Auditors) Rules, 2014, the Board shall appoint an individual who is a Cost Accountant in practice or a Firm of Cost Accountants in practice as a Cost Auditor on the recommendation of the Audit Committee, which shall also recommend remuneration for such Cost Auditor. The remuneration recommended by Audit Committee shall be considered and approved by the Board of Directors and ratified by the shareholders of the Company.

On recommendation of Audit Committee at its meeting held on 28th May, 2015, the Board has considered and approved appointment of Sevekari, Khare & Associates, Cost Accountants, for the conduct of the cost audit of cost records of the Company at a remuneration of ₹ 1.15 million excluding applicable taxes and reimbursement of actual travel and out-of pocket expenses for the Financial Year ending 31st March, 2016.

The resolution at Item No. 5 of the Notice is set out as an Ordinary Resolution for approval and ratification by the members in terms of Section 148 of the Companies Act, 2013.

None of the Directors and Key Managerial Personnel of the Company and their relatives are, in any way, concerned or interested, financially or otherwise, in the resolution set out at Item No. 5 of the Notice.

Details of Director seeking appointment/re-appointment at the forthcoming Annual General Meeting:

Name of the Director	Age (Yrs)	Date of Appointment	Relationship with other Directors	Expertise in specific functional area	Quali-fication	Shares Held in the Company as on 31/03/2015 and % of Paid-up Share Capital	Directorship held in Indian Public Companies	Committee positions held in Indian Public Companies	No.of Board Meetings attended during FY 2014-15
Mrs. Cherylann Pinto	48	06/10/1999	Daughter of Mrs. B. E. Saldanha and Sister of Mr. Glenn Saldanha	Pharmaceuticals & Chemicals Business. She has more than 27 years of experience.	B.Pharm	6,76,800 (0.25%)	Glenmark Pharmaceuticals Europe Ltd.; Glenmark Philippines Inc.; Glenmark Pharmaceuticals Inc., USA; Glenmark Pharmaceuticals (Nigeria) Ltd.; Glenmark Dominicana S. R. L.; Glenmark Pharmaceuticals Malaysia Sdn Bhd; Glenmark Pharmaceuticals (Australia) Pty Ltd.; Glenmark South Africa (Pty) Ltd.; Glenmark Pharmaceuticals South Africa (Pty) Ltd.; Glenmark Pharmaceuticals S. R. L; Glenmark Pharmaceuticals Sp. Z.O.O.; Glenmark Distributors Sp. Z.O.O.; Glenmark Pharmaceuticals Europe R&D Limited; Glenmark Pharmaceuticals FZE; Glenmark Pharmaceuticals (Kenya) Ltd.; Glenmark Uruguay S.A.; Glenmark Pharmaceuticals Colombia SAS.	Corporate Social Responsibility Committee: Glenmark Pharmaceuticals Ltd. (Chairperson); Share Transfer Committee: Glenmark Pharmaceuticals Ltd. (Chairperson); Operations Committee: Glenmark Pharmaceuticals Ltd. (Member); Stakeholder's Relationship Committee: Glenmark Pharmaceuticals Ltd. (Member).	4 out of 4

GLENMARK PHARMACEUTICALS LIMITED
Registered Office: B/2, Mahalaxmi Chambers,
22, Bhulabhai Desai Road, Mumbai - 400 026
CIN: L24299MH1977PLC019982

ATTENDANCE SLIP

THIRTY SEVENTH ANNUAL GENERAL MEETING - TUESDAY, 22ND SEPTEMBER, 2015 AT 11:00 A.M.
To be handed over at the entrance of the Meeting Hall

Sr. No.:

I certify that I am a registered shareholder/proxy for the registered shareholder of the Company.

I hereby record my presence at the Thirty Seventh Annual General Meeting of the Company to be held at Sunville Banquet & Conference Hall, 3rd Floor, Dr. Annie Besant Road, Worli, Mumbai - 400 018, on Tuesday, 22nd September, 2015 at 11:00 a.m.

____
Members Folio/*DP ID-Client ID No.

____
Member's/Proxy's name in Block Letters

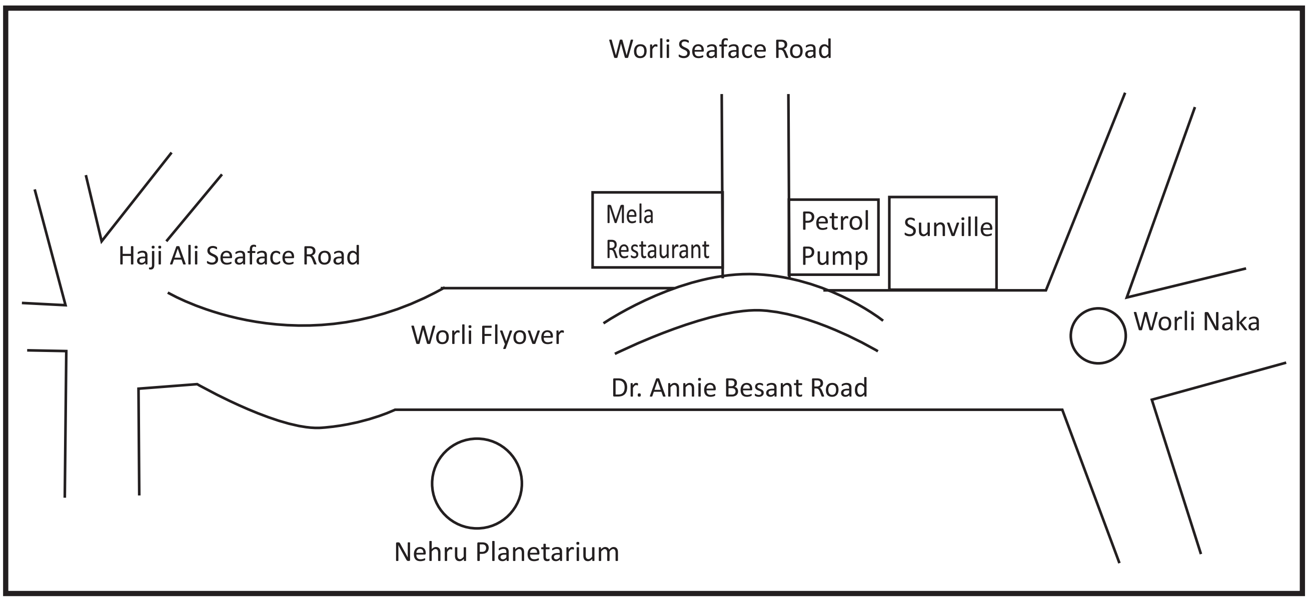
____
Signature of Member/ Proxy

*Applicable for members holding shares in electronic form

Notes:

1. Shareholder/Proxy holder wishing to attend the Meeting must bring the Attendance Slip to the Meeting and hand over at the entrance duly signed.
2. Shareholder/Proxy holder should bring his/her copy of the Annual Report for reference at the meeting.

Route Map for the venue of the Annual General Meeting



GLENMARK

GLENMARK PHARMACEUTICALS LIMITED

Registered Office: B/2, Mahalaxmi Chambers,
22, Bhulabhai Desai Road, Mumbai - 400 026
CIN: L24299MH1977PLC019982

PROXY FORM

[Pursuant to Section 105 (6) of the Companies Act, 2013 read with Rule 19 (3) of the Companies (Management and Administration) Rules, 2014]

Name of the Member(s):	
Registered address:	
E-mail Id:	
Folio No. / Client ID:	
DP ID:	

I/ We being the member(s) of.. shares of the above named Company, hereby appoint:

(1) Name : ....

Address : ....

E-mail Id : ....

Signature:..or failing him

(2) Name : ....

Address : ....

E-mail Id : ....

Signature:..or failing him

(3) Name : ....

Address : ....

E-mail Id : ....

Signature:..or failing him

as my/ our proxy to attend and vote (on a poll) for me/ us and on my/our behalf at the 37th Annual General Meeting of the Company, to be held on Tuesday, 22nd September, 2015 at 11:00 a.m. at Sunville Banquet & Conference Hall, 3rd Floor, Dr. Annie Besant Road, Worli, Mumbai – 400 018 and at any adjournment thereof in respect of such resolutions as are indicated below:

** I wish my above Proxy to vote in the manner as indicated in the box below:

Signed this .... day of 2015

Resolution No.	Resolutions	Vote [Optional, see Note (4)]. Enter number of shares.		
	Ordinary Business :	**For**	**Against**	**Abstain**
1	To receive, consider, approve and adopt the Audited Financial Statements (including Audited Consolidated Financial Statements) for the Financial Year ended 31st March, 2015 together with the reports of the Board and Auditors thereon.			
2	To declare dividend on Equity Shares.			
3	To appoint a Director in place of Mrs. Cherylann Pinto (DIN 00111844) who retires by rotation and being eligible, offers herself for re-appointment as per Section 152(6) of the Companies Act, 2013.			
4	To appoint Walker, Chandiok & Co LLP (Firm Registration No. 001076N), Auditors of the Company to hold office from the conclusion of this AGM until the conclusion of the 42nd AGM of the Company subject to ratification of the appointment by the members at every AGM till 41st AGM and to fix their remuneration.			
	Special Business :			
5	Ratification of the remuneration payable to Sevekari, Khare & Associates, Cost Accountants, of the Company for the financial year ending 31st March, 2016.			

Signature of Shareholder ....

Signature of proxy holder(s) ....

Affix Revenue stamp of Re. 1/-

Notes:

(1) **This form of proxy in order to be effective should be duly completed and deposited at the Registered Office of the Company not less than 48 hours before the commencement of the meeting.**

Contd...

(2) A Proxy need not be a member of the Company.

(3) A person can act as a proxy on behalf of members not exceeding fifty and holding in the aggregate not more than 10% of the total share capital of the Company carrying voting rights. A member holding more than 10% of the total share capital of the Company carrying voting rights may appoint a single person as proxy and such person shall not act as a proxy for any other person or shareholder.

** (4) This is only optional. Please put a '**X**' in the appropriate column against the resolutions indicated in the Box. If you leave the '**For**' or '**Against**' or '**Abstain**' column blank against any or all the resolutions, your Proxy will be entitled to vote in the manner as he/she thinks appropriate.

(5) Appointing a proxy does not prevent a member from attending the meeting in person if he/she so wishes.

(6) In the case of joint holders, the signature of any one holder will be sufficient, but names of all the joint holders should be stated.

GLENMARK PHARMACEUTICALS LIMITED

Registered Office: B/2, Mahalaxmi Chambers, 22, Bhulabhai Desai Road, Mumbai – 400 026
Corporate Office: Glenmark House, HDO Corporate Building, Wing A, B. D. Sawant Marg, Chakala, Off Western Express Highway, Andheri (E), Mumbai – 400 099
CIN: L24299MH1977PLC019982
Website: www.glenmarkpharma.com; Email: complianceofficer@glenmarkpharma.com

Serial No. :

Name and Registered Address of the Sole/First named Member :

Name(s) of the joint Member(s), if any :

Registered Folio No. / DP & Client ID No. :
Number of Shares held :

Dear Member,

Subject: Voting through electronic means

Pursuant to the provisions of Section 108 of the Companies Act, 2013 ("**the Act**") and other applicable provisions of the Act, read with Rule 20 of the Companies (Management and Administration) Rules, 2014 as may be amended from time to time ("**Companies Management Rules**") and Clause 35B of the Listing Agreement, the Company is pleased to offer e-voting facility as an option to all the Members of the Company. Glenmark Pharmaceuticals Limited ("**the Company**") has engaged the services of Karvy Computershare Private Limited ("**Karvy**") as the Authorised Agency for facilitating remote e-voting in respect of items of business to be transacted at the Thirty Seventh Annual General Meeting ("**AGM**") scheduled to be held on Tuesday, 22nd September, 2015 at 11:00 a.m., to enable the Members to cast their votes. E-voting is optional. The facility for voting, either through electronic voting system or polling paper shall also be made available at the AGM and the Members who have not cast their vote by remote e-voting shall be able to exercise their vote at the meeting. The Members who have already cast their vote by remote e-voting prior to the AGM may also attend the AGM but shall not be entitled to cast their vote again.

The e-voting particulars are set out below:

EVSN (e-voting sequence number)	USER ID	PASSWORD/PIN

The remote e-voting facility will be available during the following voting period:

Commencement of remote e-voting	End of remote e-voting
9:00 a.m. on 19th September, 2015	5:00 p.m. on 21st September, 2015

The remote e-voting shall not be allowed beyond 5:00 p.m. on 21st September, 2015.

The Members whose names are recorded in the register of Members or in the register of beneficial owners maintained by the depositories as on 15th September, 2015 being the Cut-off date (cut-off date for the purpose of Rule 20(2)(ii) of the Companies Management Rules) fixed for determining voting rights of the Members are entitled to participate in the remote e-voting process, through the remote e-voting platform provided by Karvy.

Please read the instructions printed overleaf before exercising the vote. This communication forms an integral part of the Notice dated 29th May, 2015 for the Thirty Seventh Annual General Meeting scheduled to be held on 22nd September, 2015. Attention is invited to the statement on the accompanying Notice that the business of the meeting may be transacted through e-voting system and that the Company is providing facility for voting by electronic means.

The notice of the Annual General Meeting and this communication are also available on the website of the Company www.glenmarkpharma.com

By Order of the Board
For Glenmark Pharmaceuticals Limited

Sanjay Kumar Chowdhary
Company Secretary & Compliance Officer

INSTRUCTIONS FOR E-VOTING

1. Open your web browser during the voting period and navigate to https://evoting.karvy.com
2. Enter the login credentials [i.e., User ID and password mentioned overleaf]. **Your Folio No. / DP ID Client ID will be your User ID**. In case you do not have the password or have forgotten the Password, you can click on "FORGOT PASSWORD" to generate a new Password or get in touch with Karvy at the details mentioned under point (13) hereunder. However, if you are already registered with Karvy for e-voting, you can use your existing User ID and Password for casting your vote.
3. After entering the details appropriately, click on "LOGIN".
4. You will reach the Password change menu wherein you are required to mandatorily change your password. The new password shall comprise of minimum 8 characters with at least one upper case (A-Z), one lower case (a-z), one numeric value (0-9) and one special character (@, #,$,etc.). The system will prompt you to change your Password and update any contact details like mobile, email etc. on first login. You may also enter the secret question and answer of your choice to retrieve your password in case you forget it. It is strongly recommended not to share your password with any other person and take utmost care to keep your Password confidential for casting your vote in a secure manner.
5. You need to login again with the new credentials.
6. On successful login, the system will prompt you to select the EVENT i.e., Glenmark Pharmaceuticals Limited.
7. On the voting page, the number of shares (which represents the number of votes) as held by the member as on the Cut-off Date will appear.
8. If you desire to cast all the votes assenting/dissenting to the resolution, then enter all shares and click "FOR"/"AGAINST" as the case may be or partially in "FOR" and partially in "AGAINST", but the total number in "FOR/AGAINST" taken together should not exceed your total shareholding as on the cut-off date. You may also choose the option "ABSTAIN" and the shares held will not be counted under either head.
9. Members holding multiple folios / demat account shall choose the voting process separately for each folio/demat account.
10. Voting has to be done for each item of the Notice separately. In case you do not desire to cast your vote on any specific item, it will be treated as abstained.
11. Cast your votes by selecting an appropriate option and click on "SUBMIT". A confirmation box will be displayed. Click "OK" to confirm else "CANCEL" to modify. Once you confirm, you will not be allowed to modify your vote subsequently. During the voting period, you can login multiple times till you have confirmed that you have voted on the resolutions.

Other Instructions:

12. Once the vote on a resolution is cast by a Member, the Member shall not be allowed to change it subsequently. Further, the Member who has cast his/her vote electronically through remote e-voting shall not be able to vote at the AGM again, and his/her earlier vote (cast through remote e-voting) shall be treated as final.
13. The Notice of the AGM alongwith the Annual Report 2014-2015 are also available on the Company's website www.glenmarkpharma.com and on website of Karvy, http://evoting.karvy.com. In case of any queries, you may refer the Frequently Asked Questions (FAQs) and e-voting User Manual for Members available at the download section of http://evoting.karvy.com or contact **Mr. V Rajendra Prasad – Manager, Karvy Computershare Private Limited, Karvy Selenium Tower B, Plot 31-32, Gachibowli, Financial District, Nanakramguda Hyderabad – 500 032 Phone: +91 – 40 – 67161500, 33211000 or at toll free to Karvy at Tel. No. 1800 345 4001,** who will address any grievances/queries connected with the remote e-voting.
14. Mr. Surjan Singh Rauthan of M/s. S. S. Rauthan & Associates, Practicing Company Secretary [Membership No. F4807 & C.P. No. 3233] has been appointed as the Scrutinizer to scrutinize the e-voting process in a fair and transparent manner.
15. The Scrutinizer shall, immediately after the conclusion of voting at the AGM, first count the votes cast at the AGM, thereafter unblock the votes cast through remote e-voting in the presence of at least two (2) witnesses not in the employment of the Company and make a consolidated Scrutinizer's Report of the total votes cast in favour or against, if any, within a period not exceeding 48 hours from the conclusion of the AGM, forthwith to the Chairman/or a person authorised by the Chairman in writing of the Company.
16. The Results shall be declared on or after the AGM of the Company. The Results declared alongwith the Scrutinizer's Report shall be placed on the Company's website www.glenmarkpharma.com and on the website of Karvy http://evoting.karvy.com within 48 hours of passing of the resolutions at the AGM of the Company and communicated to the BSE Limited and National Stock Exchange of India Limited.
17. The resolutions shall be deemed to be passed on the date of the general meeting, subject to receipt of sufficient votes.
18. **Corporate / Institutional Members** (i.e. other than Individuals, HUF, NRI, etc.) are also required to send scanned certified true copy (PDF/JPG Format) of the relevant Board Resolution/Authority Letter, etc., together with attested specimen signature(s) of the duly authorised signatory(ies) who are authorised to vote, to the Scrutinizer through e-mail on glenmark.evoting@karvy.com with a copy marked to evoting@karvy.com. They may also upload the same in the e-voting module in their login. The scanned image of the above mentioned documents should be in the naming format "Corporate Name_EVENT No."

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