

# Cipla Limited

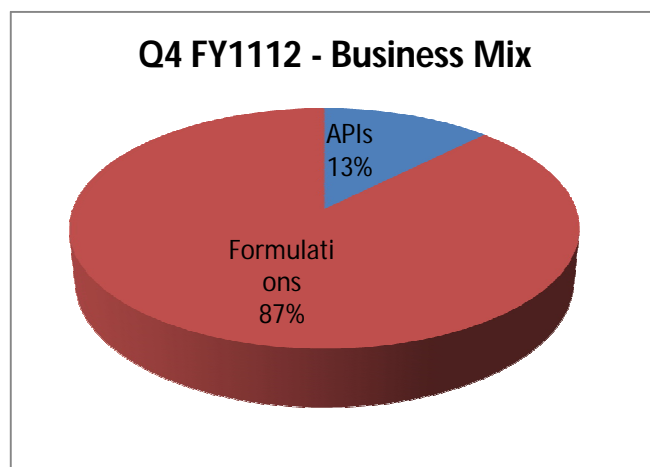
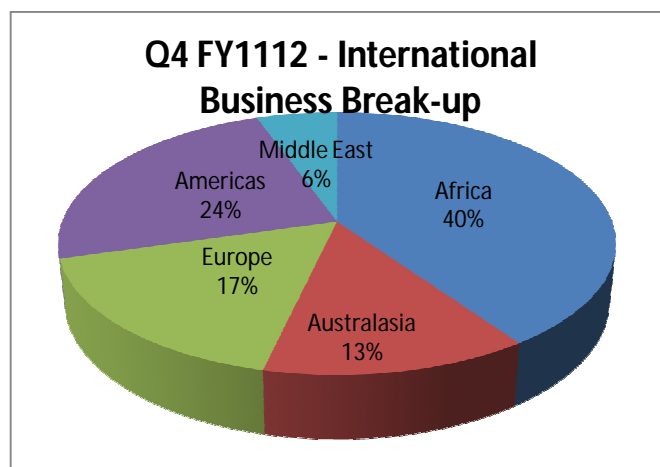
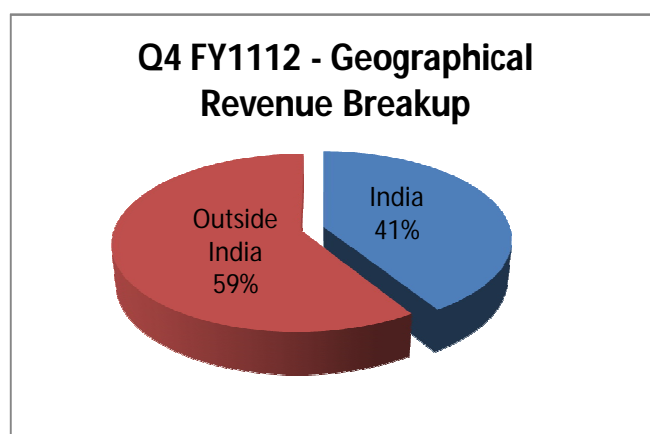
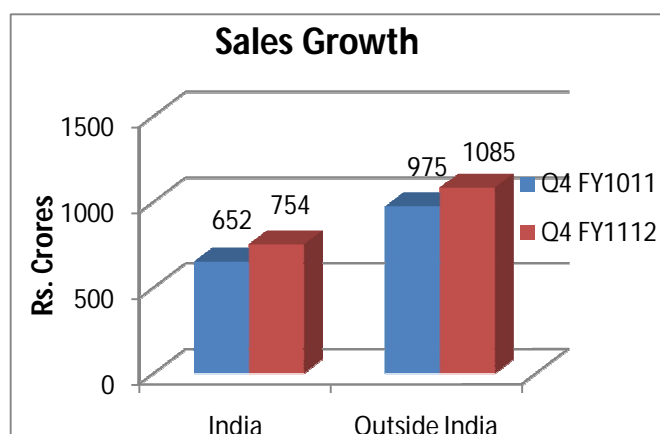
## Financial Year 2011-12 – Fourth Quarter Unaudited Results – Press Release

### Key Financial & Performance Highlights (Annual):

- Income from operations crossed Rs. 7,000 cr for the financial year 2011-12 and posted a growth of more than 10%.
- Operating margins grew by 20% crossing Rs. 1500 cr
- Profit after tax crossed Rs. 1,100 cr and grew by 17%.

### Performance of Q4 FY 1112 vis-a-vis Q4 FY 1011:

- During Q4 FY1112, gross revenues grew by 12.1% to Rs. 1890 cr, up from Rs. 1687 cr in Q4 FY1011
- Operating margins grew by 37.4% to Rs. 399 cr during Q4 FY1112, up from Rs. 290 cr (Q4 FY1011)
- Profit after tax grew by 36.3% to Rs. 292 cr during Q4 FY1112, up from Rs. 214 cr (Q4 FY1011)



**Profit & Loss Highlights:**

- Material cost at 42.0% of Total Sales decreased by 7.2% during Q4 FY1112 as compared to Q4 FY1011.
- Operating margins increased by 37.4% and is at 21.1% of Income from Operations during Q4 FY1112 as compared to 17.2% during Q4 FY1011.
- Profit after tax increased by 36.3% to Rs. 292 cr during Q4 FY1112 as compared to Rs. 214 cr during Q4 FY1011.

**Performance Review:*****Domestic business:***

- Domestic revenues grew by 15.5% to Rs. 754 cr during Q4 FY1112, up from Rs. 652 cr during Q4 FY1011.
- The growth in domestic revenues were largely on account of growth in anti-asthma, anti-biotics, expectorants and anti-inflammatory therapy segments.

***International business:***

- Exports of formulations grew by 15.1% to Rs. 855 cr during Q4 FY1112, up from Rs. 743 cr during Q4 FY1011.
- Exports of APIs degrew by 1.0% to Rs. 230 cr during Q4 FY1112, from Rs. 232 cr during Q4 FY1011.
- The growth in export revenues were primarily due to growth in anti-asthma & anti-malarial segments.