

NEWS RELEASE

4th February 2015, Hyderabad, India

Aurobindo Pharma 3Q 2014-15 Unaudited Results

	Q3FY15 ₹ Crores	Q3FY14 ₹ Crores	Y-o-Y Variance	Q2FY15 ₹ Crores	Q-o-Q Variance
Consolidated Net Operating Income	3166.2	2140.6	47.9%	2881.2	9.9%
Operating Profit (EBIDTA) before Fx	612.2	643.8	(4.9%)	637.2	(3.9%)
PBT before Fx (Profit)	558.9	547.7	2.0%	553.7	0.9%

Consolidated Financials during Q3FY2014-15 on Y-o-Y basis:

- Total Operating Income up by 47.9% to ₹3166.2Crores (₹2140.6Crores)
- Operating Profit (EBIDTA) before Fx at 19.3% (30.1%)
- Operating Profit (EBIDTA) before Fx down 4.9% to ₹612.2Crores (₹643.8Crores)
- PBT before Fx up by 2.0% to ₹558.9Crores (₹547.7Crores)
- PAT down by 7.9% to ₹384.4XCrores (₹417.5Crores)
- Basic & diluted EPS (not annualized) is ₹13.19 and ₹13.17 respectively for the current quarter.
- Formulation Sales up by 76.2% to ₹2529.7 Crores (₹1436.1 Crores)
- API Sales down by 9.4% to ₹674.4 Crores (₹744.1 Crores)
- Formulations Sales constitute 79.0% (65.9%) and API 21.0% (34.1%) of gross sales
- Board has inter-alia considered and approved second interim dividend @ 200% (₹2/- per equity share of the face value of ₹1/- each) in addition to the interim dividend of 150% (₹1.5/- per equity share of the face value of ₹1/- each), aggregating to 350% (₹3.5/- per equity share of the face value of ₹1/- each) for the year 2014-15.
- The National Long-term Fitch Rating of the Company has been upgraded to 'IND AA' from 'IND AA-' indicating stable outlook of the Company.

The EBITDA during the quarter has declined by 10.8% on Y-o-Y basis due to increase in materials consumption, staff costs other expenses to net operating income by 6.7%, 1.7% and 2.4% respectively.

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

"We continue to grow our revenues and maintain profitability despite the absence of any exceptional upside. We have been investing our efforts to further differentiate our product portfolio through initiation of developmental research in highly complex molecules and novel technology platforms, for a sustainable future."

Segmental Breakup of Sales (Consolidated):

Particulars	(₹Crores)					
	Q3 FY14-15	Q3 FY13-14	Change	9M FY14-15	9M FY13-14	Change
USA	1201.2	931.2	29.0%	3491.1	2286.8	52.7%
ARV	333.8	220.4	51.5%	697.0	645.3	8.0%
EU	860.9	150.8	470.9%	2425.6	495.3	389.7%
RoW	133.8	133.7	-	428.5	337.6	26.9%
Formulations	2529.7	1436.1	76.2%	7042.2	3765.0	87.0%
SSPs	205.5	258.3	(20.4%)	659.3	723.4	(8.9%)
Ceph	247.2	217.5	13.7%	694.0	640.4	8.4%
Non-Betalactam	221.7	268.3	(17.4%)	676.5	745.4	(9.2%)
Active Ingredients	674.4	744.1	(9.4%)	2029.8	2109.2	(3.8%)
Dossier Income	2.1	1.7	23.5%	3.3	11.0	(70.0%)



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

(₹Crores)						
Particulars	Q3 FY14-15	Q3 FY13-14	Change	9M FY14-15	9M FY13-14	Change
Domestic	459.9	500.5	(8.1%)	1276.2	1283.9	(0.6%)
Export	1675.4	1436.8	16.6%	4891.6	3929.1	24.5%
Total Sales	2135.3	1937.3	10.2%	6167.8	5213.0	18.3%

Global Regulatory filings:

Filings (Net of withdrawals)	Q1 FY15	Q2 FY15	Q3FY15	Cumulative Filings as on 31 st Dec 2014
ANDAs (USA)	40	2	(4)	374
DMFs (USA)	-	2	1	184
Formulations Dossiers in other key advanced markets (incl. Multiple registrations into Europe, South Africa, Australia and Canada)	23	94	79	2529
API DMF/CoS filings in other key advanced markets	45	34	22	2338
Patents	9	6	10	586

No new approvals were received in USA during the quarter (192 cumulative ANDA approvals including 27 tentative by USFDA, net of 5 withdrawals), South Africa (76 cumulative registration approvals by MCC-SA) and Australia (50 cumulative approvals by TGA).

The following approvals from Health Canada (65 cumulative approvals including 3 tentative) were received during the quarter ended 31st December 2014:

1. Cefixime Tablets 400mg (Antibacterial) - Final
2. Moxifloxacin Tablets 400mg (Antibacterial) – Tentative
3. Pregabalin Capsules 25 mg, 50 mg, 75 mg, 100 mg, 150 mg, 200 mg, 225 mg & 300 mg (CNS/Pain Management) - Final
4. Valganciclovir Tablet 450mg(Anti-AIDS) – Tentative
5. Tadalafil Tablets 2.5mg, 5mg, 10mg, 20mg (Treatment of erectile dysfunction) - Tentative

About Aurobindo Pharma Limited:

Aurobindo Pharma Limited (www.aurobindo.com), headquartered at Hyderabad, India, manufactures generic pharmaceuticals and active pharmaceutical ingredients. The company's manufacturing facilities are approved by several leading regulatory agencies like US FDA, UK MHRA, Japan PMDA, WHO, Health Canada, MCC South Africa, ANVISA Brazil. The company's robust product portfolio is spread over 6 major therapeutic/product areas encompassing Antibiotics, Anti-Retrovirals, CVS, CNS, Gastroenterologicals, and Anti-Allergics, supported by an outstanding R&D set-up. The Company is marketing these products globally, in over 125 countries.

For further information, please contact:

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PART I													(Rs. In Lakhs)
STATEMENT OF STAND ALONE/CONSOLIDATED UNAUDITED RESULTS FOR THE QUARTER & NINE MONTHS ENDED 31.12.2014													
Particulars	Stand alone						Consolidated						
	Three months ended			Nine months ended			Three months ended			Nine months ended			
	31.12.2014	30.09.2014	31.12.2013	31.12.2014	31.12.2013	31.03.2014	31.12.2014	30.09.2014	31.12.2013	31.12.2014	31.12.2013	31.03.2014	
	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Audited	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Audited	
1 Income from operations													
(a) Net sales/income from operations (Net of excise duty)	207,436	198,866	189,291	599,758	507,031	704,957	314,246	286,219	213,552	889,926	573,260	803,848	
(b) Other operating income	2,363	1,904	504	5,911	3,738	6,114	2,370	1,903	504	5,919	3,738	6,131	
Total income from operations (net)	209,799	200,770	189,795	605,669	510,769	711,071	316,616	288,122	214,056	895,845	576,998	809,979	
2 Expenses													
(a) Cost of material consumed	98,365	98,250	88,028	288,000	248,425	342,234	113,129	100,566	90,294	309,046	254,153	352,306	
(b) Purchase of stock-in-trade	179	735	6,424	1,462	8,737	9,689	45,213	46,058	9,155	137,570	17,166	18,497	
(c) Changes in inventories of finished goods, work-in-progress and stock-in-trade	1,216	(6,140)	(4,648)	(5,527)	2,865	(3,575)	(4,488)	(20,155)	(9,677)	(28,230)	(498)	(10,200)	
(d) Employee benefits expense	17,262	15,962	13,347	48,024	37,657	51,420	36,801	33,697	21,343	101,335	59,830	83,192	
(e) Depreciation and amortisation expense	5,955	5,954	4,719	18,249	14,015	18,597	6,726	8,985	7,597	24,794	22,451	31,253	
(f) Provision for decline in the value of long-term investment	-	-	-	-	2,500	8,400	-	-	-	-	-	-	
(g) Other expenses	36,438	32,105	28,662	98,714	79,748	110,955	64,744	64,235	38,561	185,371	107,361	152,903	
Total expenses	159,415	146,866	136,532	448,922	393,947	537,720	262,125	233,386	157,273	729,886	460,463	627,951	
3 Profit/(Loss) from operations before other income, finance costs, foreign exchange (gain)/loss and exceptional items (1-2)	50,384	53,904	53,263	156,747	116,822	173,351	54,491	54,736	56,783	165,959	116,535	182,028	
4 Other Income	1,171	1,865	1,313	3,605	1,805	3,287	3,592	2,729	356	7,402	1,259	2,324	
5 Profit/(Loss) from ordinary activities before finance costs, foreign exchange (gain)/ loss and exceptional items (3+4)	51,555	55,769	54,576	160,352	118,627	176,638	58,083	57,465	57,139	173,361	117,794	184,352	
6 Finance costs (refer note 6)	1,485	1,379	1,745	4,249	5,787	8,662	2,189	2,097	2,374	6,171	7,371	10,794	
7 Foreign exchange (Gain)/Loss (refer note 6)	1,086	4,416	(2,021)	4,855	19,770	16,029	2,020	4,202	(208)	6,080	23,862	20,306	
8 Profit/(Loss) from ordinary activities after finance costs but before exceptional items (5-6-7)	48,984	49,974	54,852	151,248	93,070	151,947	53,874	51,166	54,973	161,110	86,561	153,252	
9 Exceptional item	-	-	-	-	-	-	-	-	-	-	-	-	
10 Profit/(Loss) from ordinary activities before tax (8-9)	48,984	49,974	54,852	151,248	93,070	151,947	53,874	51,166	54,973	161,110	86,561	153,252	
11 Tax expense/(credit)	9,557	10,808	13,036	33,315	18,921	34,738	15,634	14,043	13,361	44,320	19,817	36,345	
12 Net Profit/(Loss) for the period (10-11)	39,427	39,166	41,816	117,933	74,149	117,209	38,240	37,123	41,612	116,790	66,744	116,907	
13 Minority Interest	(195)	(95)	(137)	(406)	(360)	(378)	(195)	(95)	(137)	(406)	(360)	(378)	
14 Net Profit/(Loss) after taxes and minority interest (12-13)	39,427	39,166	41,816	117,933	74,149	117,209	38,435	37,218	41,749	117,196	67,104	117,285	
15 Paid-up Equity Share Capital (Face value Re. 1 per share)	2,915	2,915	2,912	2,915	2,912	2,915							
16 Reserves excluding Revaluation Reserve						398,324						372,100	
17 Earnings per share of Re.1/- each (not annualised)													
(a) Basic	13.52	13.44	14.36	40.46	25.46	40.24	13.19	12.77	14.34	40.21	23.04	40.27	
(a) Diluted	13.52	13.42	14.34	40.42	25.43	40.20	13.17	12.76	14.32	40.16	23.01	40.22	

PART II						
SELECT INFORMATION FOR THE QUARTER & NINE MONTHS ENDED 31.12.2014						
Particulars	Three months ended			Nine months ended		Year Ended
	31.12.2014	30.09.2014	31.12.2013	31.12.2014	30.12.2013	31.03.2014
A PARTICULARS OF SHAREHOLDING						
1 Public Shareholding						
- Number of Shares	133,888,935	133,771,235	131,834,694	133,888,935	131,834,694	132,281,235
- Percentage of Shareholding	45.94	45.90	45.27	45.94	45.27	45.39
2 Promoters and promoter group Shareholding						
a) Pledged/Encumbered						
- Number of Shares	13,490,000	14,400,000	34,931,797	13,490,000	34,931,797	29,856,797
- Percentage of Shares (as a % of the total shareholding of promoter & promoter group)	8.56	9.13	21.92	8.56	21.92	18.76
- Percentage of Shares (as a % of the total share capital of the company)	4.63	4.94	12.00	4.63	12.00	10.24
b) Non-encumbered						
- Number of Shares	144,085,786	143,285,786	124,444,799	144,085,786	124,444,799	129,318,989
- Percentage of Shares (as a % of the total shareholding of promoter & promoter group)	91.44	90.87	78.08	91.44	78.08	81.24
- Percentage of Shares (as a % of the total share capital of the company)	49.43	49.16	42.73	49.43	42.73	44.37



	Particulars	Three months ended 31.12.2014
B	INVESTOR COMPLAINTS	
	Pending at the beginning of the quarter	1
	Received during the quarter	39
	Disposed of during the quarter	40
	Remaining unresolved at the end of the quarter	Nil

NOTES:

- 1 The above unaudited financial results for the quarter and nine months ended December 31, 2014 as reviewed by the Audit Committee have been approved by the Board at its meeting held on February 04, 2015. A Limited Review of the stand alone financial results for the quarter ended December 31, 2014 has been carried out by the Statutory Auditors.
- 2 The consolidated financial results have been prepared in accordance with AS - 21 on 'Consolidated Financial Statement' and 'AS-27 ' Financial Reporting of Interests in Joint Ventures' and includes financial results of all Subsidiaries and a Joint Venture.
- 3 The Company's operations fall within a single primary business segment viz. 'Pharmaceutical Products'.
- 4 Sales of standalone for the current quarter include exports Rs.167,536 lakhs (Quarter ended December 31, 2013: Rs.143,682 lakhs).
- 5 Net sales for the current quarter include dossier income in standalone of Rs.64 lakhs (December 31, 2013:Rs.98 lakhs) and in consolidated of Rs.208 lakhs (December 31, 2013:Rs.167 lakhs).
- 6 Foreign exchange (gain)/loss for stand alone and consolidated includes exchange difference of Rs.4,635 lakhs, 6,657 lakhs, Rs.5,196 lakhs, for three months ended December 31, 2014, September 30, 2014, and December 31, 2013 respectively and Rs.12,341 lakhs, Rs.15,164 lakhs for the nine months ended December 31, 2014 and December 31, 2013 respectively, and Rs.20,222 lakhs for the year ended March 31,2014 arising from foreign currency borrowings to the extent that they are regarded as an adjustment to finance cost as per para 4(e) of "AS 16" on Borrowing costs.
- 7 The Board of Directors at their meeting held on September 13, 2013 decided to transfer its injectable unit of the Company on a going concern basis comprising assets and liabilities pertaining to the said unit to its wholly owned subsidiary Curepro Parenterals Limited w.e.f. April 1, 2014. The same is subject to requisite consent, approval or permission of the statutory or regulatory authorities. Pending such approvals, no effect of this scheme has been given in the above results.
- 8 Pursuant to the requirements of Schedule II to the Companies Act, 2013, the management of the Company had reassessed the useful lives of fixed assets held as at April 1, 2014. Based on such internal technical reassessment the Company has accounted for additional depreciation amounting to Rs.1,035 lakhs and Rs.1,158 lakhs for three months ended December 31, 2014 and September 30, 2014 respectively and Rs.3,916 lakhs for the nine months ended December 31, 2014 in standalone and Rs.1,225 lakhs and Rs.1,245 lakhs for three months ended December 31,2014 and September 30, 2014 respectively and Rs. 4,183 lakhs for the nine months ended December 31, 2014 in consolidated results. Further based on transitional provisions, an amount of Rs.1,857 lakhs (net of deferred tax) has been adjusted with stand alone and consolidated opening retained earnings.
- 9 During the quarter, (i) Aurex B.V., The Netherlands, a step down subsidiary of the Company has been incorporated (ii) Natrol LLC, USA has become a step down subsidiary of the Company. (iii) Aurovitas SL, Spain was ceased to be a step down subsidiary of the Company. (iv) Aurobindo Pharma France SARL, France, a step down subsidiary of the Company was merged with Arrow Generiques SAS, France another step down subsidiary of the Company. (v) The ownership of APL Swift Services (Malta) Ltd., a step down subsidiary of the Company was transferred from APL Holdings (Jersey) Limited, to Aurobindo Pharma (Malta) Limited another step down subsidiary of the Company.
- 10 During the current year, on April 1, 2014, Company's European subsidiary Agile Pharma B.V., Netherlands, has acquired select Western European business of Actavis. The above Consolidated results for the quarter and nine months ended December 31, 2014 and quarter ended September 30, 2014 includes the financial results of operations of the above business of Actavis from April 01, 2014. The corresponding figures of the previous periods are not comparable.
- 11 During the current year, on December 4, 2014, Company's USA subsidiary Aurobindo Pharma USA Inc. has acquired Natrol LLC, USA. The above Consolidated results for the quarter and nine months ended December 31, 2014 includes financial results of operations of Natrol LLC, USA from December 4, 2014. The corresponding figures of the previous periods are not comparable.
- 12 On 17th January, 2015 the Company has made allotment of 331,200 equity shares of Re1/- each at a premium of Rs.90.60 per equity share to the employees under Employee Stock Option Plan 2006. Consequent to the allotment the paid up share capital of the Company has increased to 291,795,921 equity shares of Re.1/- each
- 13 The Board has approved a second interim dividend @200% on the equity share capital of the Company i.e. Rs.2/- per share. This is in addition to Interim dividend @150% on equity share capital of the Company i.e.Rs.1.50 per share paid in September, 2014 for the year 2014-15.
- 14 Previous period/year figures have been regrouped/rearranged wherever considered necessary to conform to the current period presentation.

By Order of the Board

Place: Hyderabad
Date :February 4, 2015

www.aurobindo.com

N.Govindarajan
Managing Director