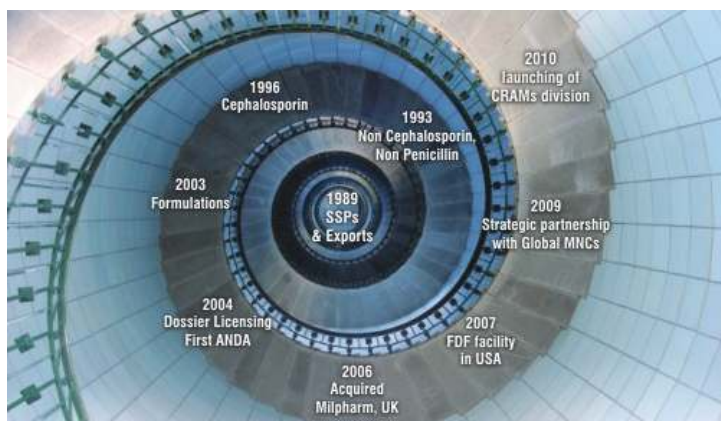




Aurobindo Pharma Limited

Presentation to Investors

April 2011

Forward Looking Statement



This presentation contains statements that constitute “forward looking statements” including and without limitation, statements relating to the implementation of strategic initiatives, and other statements relating to our future business developments and economic performance.

While these forward looking statements represent our judgment and future expectations concerning the development of our business, a number of risks, uncertainties and other important factors could cause actual developments and results to differ materially from our expectations.

These factors include, but are not limited to, general market, macro-economic, governmental and regulatory trends, movements in currency exchange and interest rates, competitive pressures, technological developments, changes in the financial conditions of third parties dealing with us, legislative developments, and other key factors that we have indicated could adversely affect our business and financial performance.

Aurobindo Pharma undertakes no obligation to publicly revise any forward looking statements to reflect future events or circumstances.

Company Profile



- A well integrated pharma company with focus on formulations
- In house R&D for rapid filing of Patents, ANDAs & DMFs
- Global Regulatory approved manufacturing base
- Exporting to 125+ countries with 70%+ of revenues from international operations
- Well spread global marketing network through 41 subsidiaries
- Employee base of 8000+ including 750+ scientists
- Strong foundation for sustained organic growth

To reach revenues of USD 2 bn by CY 2013

Business Segments



Finished Dose Formulations

- USA
- EU
- RoW
- ARV Tenders

Dossier Licensing and Supply Arrangements

Active Ingredients and Intermediates

- SSP (Sterile + Oral)
- Ceph (Sterile + Oral)
- ARV & other high value

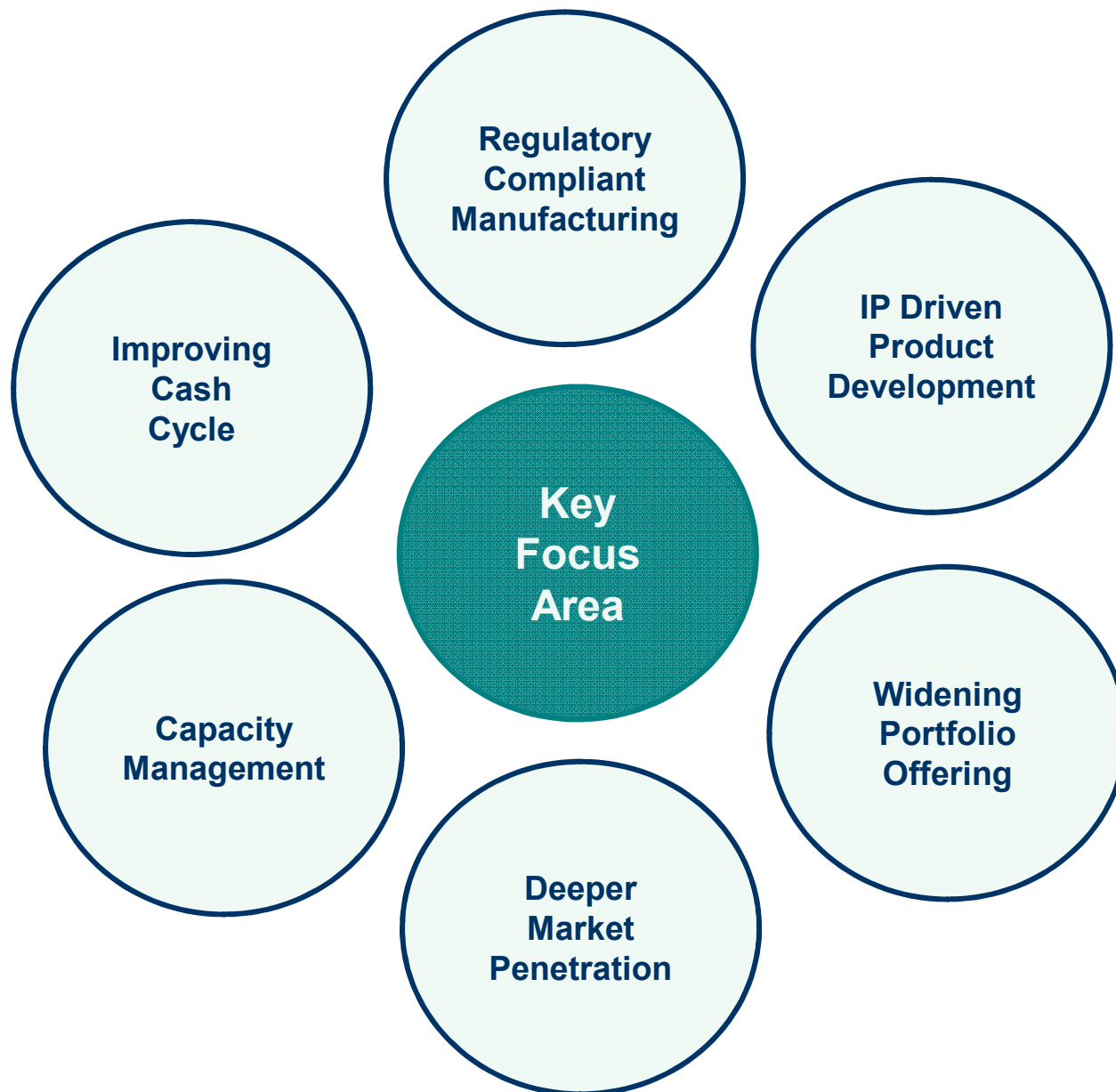
Integrated Global Pharmaceutical Company

**R&D
Expertise**

**IP
Framework**

**Large
Manufacturing
Base**

**Delivery
Capability**



SWOT Analysis



Strength

- Large regulatory approved manufacturing base
- Wide diversified product basket
- Large NIP-based R&D setup in India
- Vertical integration
- Proven regulatory expertise
- Technology & know-how for specialty formulations
- Speed and effectiveness in execution with TQA

Weakness

- Late market entrant

Opportunity

- Loss of exclusivity of products increasing generic opportunity
- Dossier licensing and supply arrangements with large pharma MNCs
- Value driven global injectable formulations
- Branded generics markets
- Contract Research and Manufacturing

Threat

- Price competition in generics business
- Regulatory / Compliance issues
- Redemption of FCCBs

Growth Drivers



Top Line

- US penetration with widened product basket
- Licensing and supply arrangements
- Foray into SA, Canada, Australia
- ARV business opportunities
- Regulated market API sales

Gross Margin

- Shift towards formulations - higher value products, complex molecules
- Shift from lesser regulated markets to higher regulated markets
- India manufacturing advantage

Operating & Net Margins

- Expanded capacity utilization
- Better operating leverage
- R&D spent rationalized

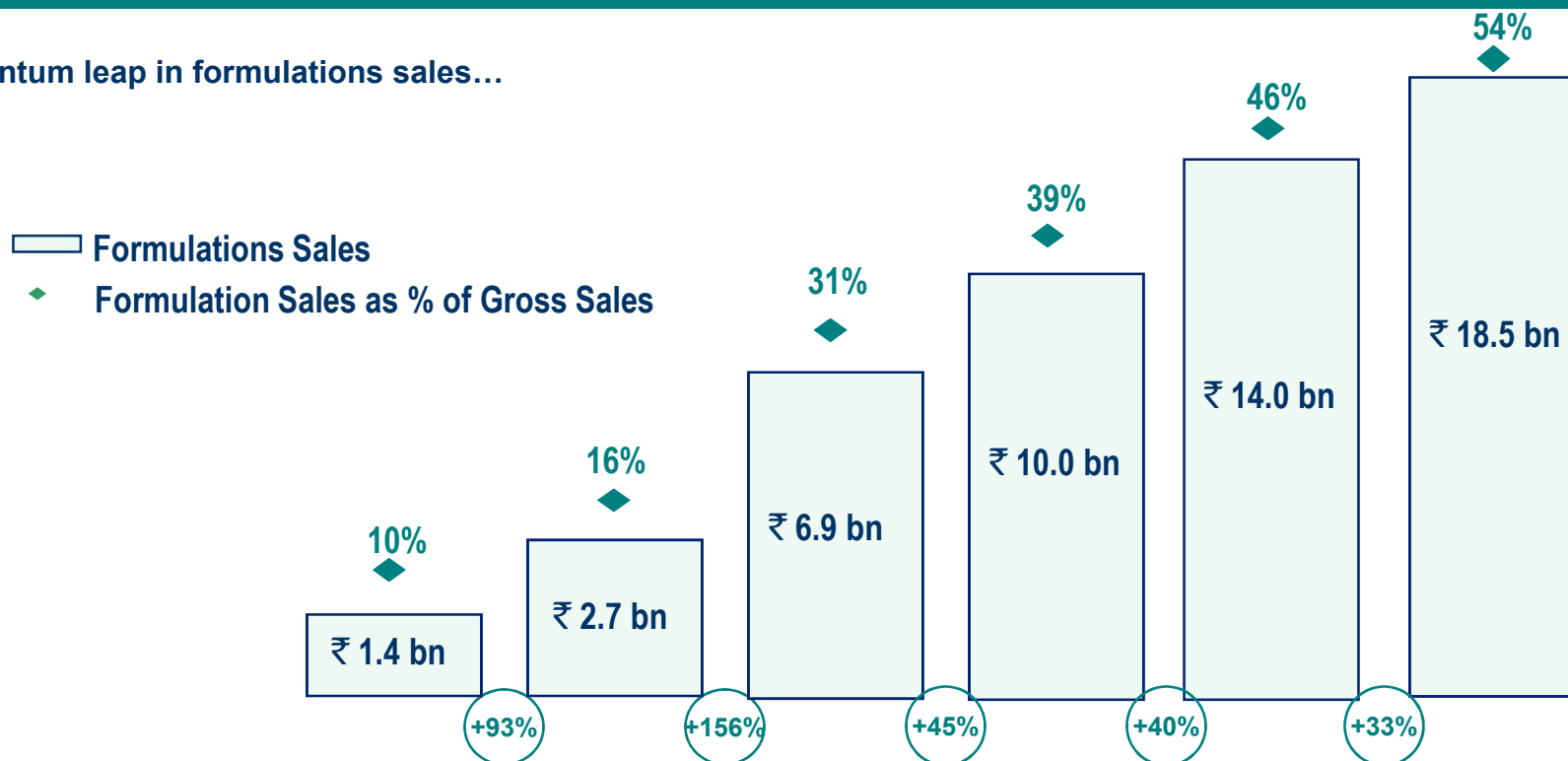
Sales Mix



International sales driving growth...

	<u>FY 04-05</u>	<u>FY 05-06</u>	<u>FY 06-07</u>	<u>FY 07-08</u>	<u>FY 08-09</u>	<u>FY 09-10</u>
International Sales	₹ 8.4 bn	₹ 10.9 bn	₹ 13.9 bn	₹ 16.0 bn	₹ 20.9 bn	₹ 24.9 bn
%	59%	64%	63%	63%	69%	72%
Domestic Sales	₹ 5.8 Bn	₹ 6.1 bn	₹ 8.3 bn	₹ 9.5 bn	₹ 9.4 bn	₹ 9.6 bn
%	41%	36%	37%	37%	31%	28%
Gross Sales	₹ 14.2 bn	₹ 17.0 bn	₹ 22.2 bn	₹ 25.5 bn	₹ 30.3 bn	₹ 34.5 bn

Quantum leap in formulations sales...



Wide diversified portfolio of 300+ products

Formulations Business



USA

- Deep penetration with expanding product basket
 - Growing market share of launched products
- Acquired manufacturing facility in New Jersey
 - Qualify for US Government business
 - New Controlled Substance formulations
 - Commitment and convenience to US customer
- Private labeling business

EU

- Acquired and integrating marketing operations
 - Milpharm ,UK
 - Pharmacin, Netherlands
 - TAD, Italy
- Augmenting European operations through Malta
 - Formulation & dossier licensing operations
 - Own licensing basket for pan Europe
 - QC/QA and centralized warehousing
- Focus on new markets

RoW

- Building up a wide diversified product basket
 - 124 products filed in SA, 47 approved
 - 27 products filed in Canada, 11 final approvals
 - 23 products filed in Australia, 5 approved
 - 59 products filed in Brazil, 28 approved
- Branded generics markets

ARV

- Selective participation in global tender
(PEPFAR, Clinton Foundation / WHO, Country specific)
- Large product basket of generic ARV
- Formulation facilities approved by USFDA / WHO
 - Products registered in over 50 countries
 - 1000+ registrations across the world

Other Revenue Streams



Dossier Licencing & Supply Arrangements

- Expiry of patent protection is driving generics markets
- Leveraging the huge IPR based created for Europe, USA and RoW
- Supply arrangements are long term ranging from 5 to 15 years
- Mostly co-exclusive or non-exclusive
- To drive capacity utilization of the large manufacturing base
- Own distribution & market penetration to simultaneously continue for majority of products
- Licensing arrangements with Pharma MNCs for both developed and emerging markets

Other Revenue Streams



Injectable Formulations

- Dedicated regulatory approved facilities for Cephs, SSPs, Penams & other non-betallactum general products
- Protection through entry barriers
 - Capital intrinsic
 - Technology driven
- IPR capabilities and vertical integration
- Targeting global markets and business alliances
- Price and margin stability

Active Ingredients

- Leading player in active ingredient business
- Leadership in sterile business
- Cost efficiencies as well as economies of scale in antibiotics
- India / China manufacturing advantage
- Continuous broadening of product portfolio in emerging markets
- Increasing demand from Regulated markets
- Regulatory DMF filings ramped up: USA 154; EDMF 1224; CoS 85; RoW 415

Consistent Performance : Y-o-Y



Value ₹ Mn	Q3FY10-11	Q3FY09-10	Q2FY10-11	Q1FY10-11	9MFY10-11	9MFY09-10	FY 09-10	FY 08-09
Formulations	6438	4199	6157	4934	17529	13340	18521	13971
API	4556	4168	4517	4131	13204	11971	16015	16282
Gross Sales	10994	8367	10674	9065	30733	25311	34536	30253
<i>Formulations % of sales</i>	<i>58.6%</i>	<i>50.2%</i>	<i>57.7%</i>	<i>54.4%</i>	<i>57.0%</i>	<i>52.7%</i>	<i>53.6%</i>	<i>46.2%</i>
Net Sales	10718	8246	10427	8846	29991	24767	33777	29349
Other Operating Income	1204	907	699	387	2290	1740	1977	1424
Total Operating Income	11922	9153	11126	9223	32271	26507	35754	30773
Gross Margin	6214	5061	5579	4638	16431	13984	18544	14406
	52.1%	55.3%	50.1%	50.3%	50.9%	52.8%	51.9%	46.8%
Overheads	3019	2572	3036	2921	8976	7531	10312	9232
EBIDTA	3195	2489	2543	1717	7455	6453	8232	5174
(excl. Fx & other income)	26.8%	27.2%	22.9%	18.6%	23.1%	24.3%	23.0%	16.8%
Fx (Gain) / Loss - On operations	(9)	50	(551)	180	(380)	4	66	268
Fx (Gain) / Loss - on FCCB restatement	(32)	(298)	(210)	238	(4)	(791)	(1139)	2232
Other Income	59	37	106	31	196	249	389	167
Interest (net)	115	126	193	129	437	535	678	838
Depreciation	434	404	407	400	1241	1105	1493	1277
PBT	2746	2244	2810	801	6357	5849	7523	726
PAT	1886	1696	1983	516	4385	4393	5609	513
Fx Rate \$ 1= ₹	44.7	46.5	44.9	46.5	44.7	46.5	44.9	50.7

Debt Profile



₹ Bn	As Dec 31 st 2010
Secured Loans	3.5
Working Capital Finance & Unsecured Loans	12.1
Sales Tax Deferment	0.7
Foreign Currency Convertible Bond (CB) ~\$139 Mn	6.2
Cash Balance	(1.5)
Net Debt	21.0

FCCB Redemption due in May 2011	Conversion Price (₹)	FCCB O/S As at 31.12.10	Fx Rate 1 \$ = ₹	Underlying Shares O/S (FV ₹1/-)	Coupon Rate on Redemption
\$ 50 Mn	175.8	\$ 33 Mn	45.15	8.5 Mn	46.99%
\$ 150 Mn	202.8	\$106 Mn	45.15	23.5 Mn	46.29%
\$ 200 Mn		\$ 139 Mn		32.0 Mn	

Thank You



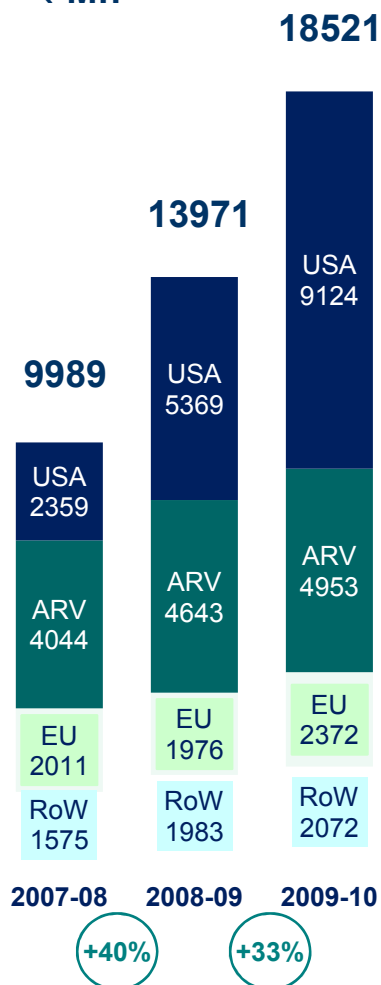
For updates and specific queries, please visit our website [www. aurobindo.com](http://www.aurobindo.com)

Annexure

Formulation Sales Break-up



₹ Mn



	FY 2008-09				FY 2009-10				FY 2010-11		
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3
USA	817	1051	1427	2074	2310	2294	2211	2309	2162	2955	3282
ARV	1249	858	1215	1321	1375	1156	1065	1357	1465	1717	1745
Europe	447	557	467	505	464	556	497	855	744	860	677
RoW	384	727	422	450	540	446	426	660	563	625	734
Total	2897	3193	3531	4350	4689	4452	4199	5181	4934	6157	6438

Gross Sales	7069	7240	7568	8378	8267	8677	8367	9226	9065	10674	10994
% of Sales	41%	44%	47%	52%	57%	51%	50%	56%	54%	58%	59%

Annexure

Filing Details (as at 31st December 2010)



		As at Mar 08	As at Mar 09	As at Mar 10	Q1 FY11	Q2 FY11	Q3 FY11	As at Dec 10	Approvals
Formulations Highly regulated market	US FDA ^	128	147	172	8	5	15	200	128 (FA:99 TA:29)
	Europe *	502	664	764	55	33	54	906	69 (351 dossiers)
	SA +	107	174	238	6	15	10	269	47 (80 registrations)
		737	985	1174	69	53	79	1375	

^ Includes filings made from AuroLife Pharma LLC, USA

* Includes Multiple Registration

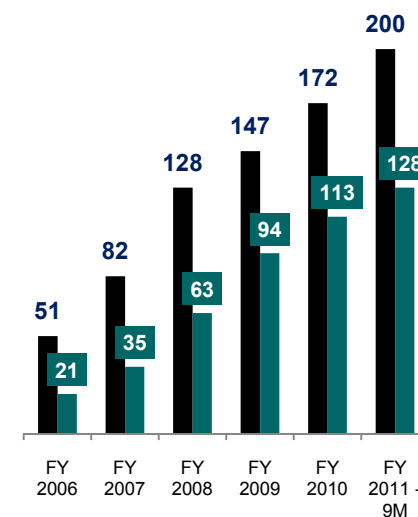
+Includes duplicate & triplicate dossiers

APIs	US FDA #	122	133	145	3	3	3	154
	DMF	656	810	1036	65	41	82	1224
	CoS	66	74	81	1	2	1	85
	RoW	178	242	295	41	37	42	415
		1022	1259	1557	110	83	128	1878

Includes 4 Veterinary Master Files

Patents	318	369	418	11	13	15	457
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**Cumulative ANDA Filing
& Approval Momentum**

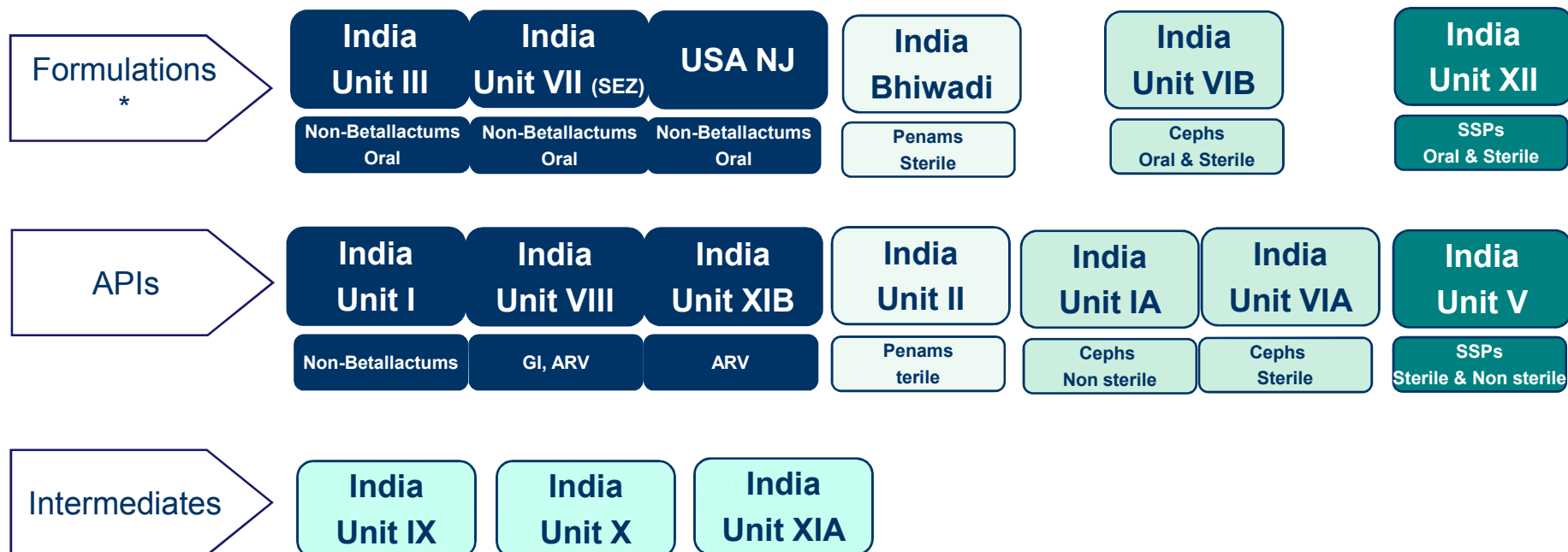


■ Filed ■ Approved

Annexure Manufacturing Base



- 16 state of the art large manufacturing facilities in India (13), USA (1), Malta (1), Brazil (1)



* India Unit IV, new multipurpose non-betallactum liquid injectable to commence operations in FY 2011-12

Annexure Approved ANDAs (102 final approvals as at 31st March 2011)



Anti Bacterial

Amoxicillin Capsules USP	Cefpodoxime Proxetil Tablets USP
Amoxicillin for Oral Suspension USP	Cefprozil for Oral Suspension USP
Amoxicillin Tablets for Oral Suspension USP	Cefprozil Tablets USP
Amoxicillin Tablets USP	Ceftazidime for Injection USP
Ampicillin for Injection USP	Ceftazidime for Injection USP (Bulk pack)
Ampicillin for Injection USP (Bulk Pack)	Ceftriaxone for Injection USP
Ampicillin and Sulbactam for Injection USP (Standard Vial)	Ceftriaxone for Injection USP (Bulk pack)
Ampicillin and Sulbactam for Injection USP (Infusion Vial)	Cefuroxime Axetil Tablets USP
Ampicillin and Sulbactam for Injection USP (Bulk Pack)	Cephalexin Capsules USP
Cefadroxil Capsules USP	Ciprofloxacin Tablets USP
Cefazolin for Injection USP	Clindamycin Hydrochloride Capsules USP
Cefdinir Capsules	Minocycline HCl Capsules USP
Cefdinir for Oral Suspension	Penicillin V Potassium Tablets USP
Cefotaxime for Injection USP	Sulfamethoxazole / Trimethoprim Tablets USP
Cefotaxime for Injection USP (Bulk Pack)	Sulfamethoxazole / Trimethoprim OS USP
Cefpodoxime Proxetil for Oral Suspension USP	Valacyclovir Hydrochloride Tablets

ARV

Didanosine Delayed-Release Capsules (Enteric-Coated Beadlets)
Didanosine for Oral Solution
Famciclovir Tablets
Stavudine Capsules USP
Stavudine for Oral Solution USP
Zidovudine Capsules USP
Zidovudine Oral Solution USP
Zidovudine Tablets USP
Zidovudine Tablets USP (NDA)

CNS

Citalopram HBI Oral Solution
Citalopram HBI Tablets
Fluoxetine Capsules USP
Fluoxetine Oral Solution USP
Gabapentin Capsules
Galantamine Tablets
Lamotrigine Tablets
Lamotrigine Chewable Dispersible Tablets
Levetiracetam Oral Solution
Levetiracetam Tablets
Mirtazapine Orally Disintegrating Tablets
Mirtazapine Tablets
Paroxetine Tablets USP
Risperidone Tablets
Risperidone Oral Solution
Sertraline HCl Oral Concentrate
Sertraline HCl Tablets
Sumatriptan Succinate Tablets
Topiramate Tablets
Venlafaxine Hydrochloride Tablets
Zaleplon Capsules
Zolpidem Tartrate Tablets

CVS

Amlodipine Besylate Tablets
Atenolol Tablets USP
Benazepril HCl Tablets
Bisoprolol Fumarate Tablets USP
Carvedilol Tablets
Fosinopril Sodium Tablets
Fosinopril Sodium + HCTZ Tablets
Hydrochlorothiazide Capsules
Hydrochlorothiazide Tablets USP
Losartan Potassium Tablets
Losartan Potassium + HCTZ Tablets
Lisinopril Tablets USP
Lisinopril-Hydrochlorothiazide Tablets
Metoprolol Tartrate Tablets USP
Perindopril Erbumine Tablets
Quinapril HCl / Hydrochlorothiazide Tablets
Simvastatin Tablets USP
Torsemide Tablets
Trandolapril Tablets

Finasteride Tablets USP	BPH	Ondansetron HCl Tablets	Anti Emetic
Ribavirin Tablets	Hepatitis C	Ondansetron ODT USP	Anti Emetic
Ribavirin Capsules	Hepatitis C	Ondansetron Oral Solution USP	Anti Emetic
Ranitidine Oral Solution USP	GI	Glyburide & Metformin HCl Tablets	Hypoglycemic
Cetirizine Hydrochloride Syrup	Anti Allergic	Glyburide Tablets USP	Hypoglycemic
Cetirizine Hydrochloride Syrup (OTC)	Anti Allergic	Metformin HCl Tablets USP	Hypoglycemic
Fluconazole Tablets	Anti Fungal	Meloxicam Tablets	Anti Inflammatory
Fluconazole Oral Suspension	Anti Fungal	Carisoprodol Tablets USP	
Terbinafine HCl Tablets	Anti Fungal	Cyclobenzaprine HCl Tablets USP	Muscle Relaxant
Alendronic Acid Tablets USP	Osteoporosis	Atomoxetine Hydrochloride Capsules	ADH

Annexure

Approved ANDAs (32 tentative approvals as at 31st March 2011)



ARV

Abacavir Sulfate / Lamivudine Tablets

Abacavir Sulfate / Lamivudine Tablets (NDA)

Abacavir Sulfate Oral Solution

Abacavir Sulfate Tablets

Abacavir Sulfate Tablets (NDA)

Co-Packaged Lamivudine / Zidovudine Tablets & Abacavir Sulfate Tablets (NDA)

Co-Packaged Lamivudine / Zidovudine Tablets & Efavirenz Tablet (NDA)

Didanosine Chewable / Dispersible Buffered Tablets

Efavirenz Capsules

Efavirenz Tablets

Efavirenz Tablets (NDA)

Emtricitabine Capsules

Emtricitabine / Tenofovir Disoproxil Fumarate Tablets

Lamivudine & Zidovudine Tablets

Lamivudine & Zidovudine Tablets (NDA)

Lamivudine oral solution

Lamivudine Tablets

Lamivudine, Zidovudine & Nevirapine Tablets (NDA)

Lopinavir / Ritonavir Tablets

Lamivudine & Tenofovir Disoproxil Fumarate Tablets (NDA)

Nevirapine Oral Suspension

Nevirapine Tablets

Nevirapine Tablets for Oral Suspension (NDA)

Tenofovir Disoproxil Fumarate Tablets

CNS

Donepezil Hydrochloride Tablets

Duloxetine Hydrochloride Delayed Release Capsules

Escitalopram Oxalate Oral Solution

Escitalopram Oxalate Tablets

Venlafaxine Extended Release Capsules

CVS

Rosuvastatin Calcium Tablets

BPH

Alfuzosin HCl Extended Release Tablets

Anti-inflammatory

Levofloxacin Tablets

Annexure

Past financials



Value ₹ Mn	FY2004	FY2005	FY2006	FY2007	FY2008	FY2009	FY2010
Net sales	15046	13216	15936	21229	24359	29349	33777
Dossier Income	-	20	34	133	106	1424	1977
Total operating Income	15046	13236	15970	21362	24465	30773	35754
Gross margin % of operating income	42.8%	42.1%	40.3%	42.8%	44.8%	46.8%	51.9%
EBITDA (before Fx and other income) % to Operating income	16.4%	9.8%	11.3%	14.8%	14.4%	16.8%	23.0%
Depreciation / Amortization	590	647	721	997	1004	1277	1493
Interest (Net)	395	478	604	454	432	839	678
PBT	1525	183	985	2064	2918	726	7523
PAT before exceptional items	1069	33	697	2010	2385	513	5609
Total Shareholder Funds	7413	7395	8874	9542	11973	13181	19203
Borrowed funds – FCCB	-	-	2677	11300	10246	9866	7677
- Other loans	196	246	11054	9481	8224	13464	13869
Total Borrowed Funds	8231	10340	13731	20781	18470	23330	21546
Borrowed Funds net of Cash	7661	9766	11765	14969	15675	22053	20817
Fixed Assets (Gross incl. CWIP)	10495	13252	15059	16869	19325	25098	29777
Debt / Shareholders' Funds (x)	1.1	1.4	1.2	1.0	0.7	1.0	0.7
Debt (incl. FCCB) / Shareholders' funds (x)	1.1	1.4	1.5	2.2	1.5	1.8	1.1
Asset Turnover Ratio (x)	1.4	1.0	1.1	1.3	1.3	1.2	1.2

Annexure

Shareholding pattern



%	As at 31.03.08	As at 31.03.09	As at 31.03.10	As at 30.06.10	As at 30.09.10	As at 31.12.10
Promoter Group	55.3%	59.8%	56.9%	56.2%	54.4%	54.4%
FII	24.7%	13.2%	23.9%	22.5%	26.1%	26.4%
MF / UTI	4.7%	5.6%	6.6%	6.6%	4.4%	4.6%
Insurance	2.4%	3.3%	2.8%	2.6%	2.5%	2.4%
Fls / Banks / Bodies Corporate	3.3%	7.8%	2.9%	4.6%	5.8%	5.4%
Non-Institutional Investors	9.6%	10.3%	6.9%	7.5%	6.8%	6.8%
	100%	100%	100%	100%	100%	100%
Equity base (shares # Mn)	53.8	53.8	55.7	56.1	58.2	58.2
Face Value (Rs)	5	5	5	5	5	5
Equity Capital (Rs Mn)	269	269	279	281	291	291

Total no. of shares as at 11.02.11 (face value Rs 1/-):	291 Mn
Fully diluted equity on FCCB conversion (face value Rs 1/-) :	323 Mn
Promoter Group holding on fully diluted equity :	49.1%