



NEWS RELEASE

9<sup>th</sup> May 2011, Hyderabad, India.

## **FY 2010-11 Audited Financials**

### **Consolidated Total Operating Income crosses Billion Dollars**

- **FY10-11 Consolidated Total Operating Income up 22.7% to ₹ 4,481 crores** ↑
- **Formulation business constitutes 57.3% of the gross sales** ↑
- **Operating Profit (EBIDTA) before Fx up 16.6% to ₹ 959.8 Crores** ↑
- **PBT before Fx higher by 16.4% to ₹ 751.0 Crores** ↑
- **PAT before Fx higher by 15.9% to ₹ 526.3 Crores** ↑
- **37 ANDA filings in USA; 209 cumulative filings as at 31st March 2011**

Aurobindo Pharma Limited is pleased to announce the Audited Financial Results for the year ended 31st March 2011. The highlights are as under:

- Financials Consolidated:
  - Net Operating Income up by 22.5% to ₹4,381.5 Crores (₹3,575.4 Crores)
  - Operating Profit before Fx up 16.6% to ₹959.8 Crores (₹823.2 Crores)
  - Operating Margin before Fx is 21.9% (23.0%)
  - PBT before Fx up 16.4% to ₹751.0 Crores (₹645.0 Crores)
  - PAT before Fx (excluding exceptional items) up 15.9% to ₹526.3 Crores (₹453.9 Crores)
  - Basic & diluted EPS ₹19.57 (₹20.81) & ₹17.61 (₹17.82)
- Formulation Sales up by 30.8% to ₹2423.1 Crores (₹1852.1 Crores)
- Formulations Sales constitute 57.3% (53.6%) of gross sales
- 37 ANDAS filings in USA in FY 2010-11, cumulative filings 209
- 227 Dossier filings in Europe in FY 2010-11, cumulative filings 991
- The company is in its celebration of Silver Jubilee year of operations and crossed billion dollars of consolidated total operating income. The Board of Directors has proposed a final dividend of ₹1/- per share (100%) in addition to 100% interim dividend paid, aggregating dividend of 200% for the full year as against aggregate dividend of 100% in the previous year.

Commenting on the Company's performance, Mr. Ramprasad Reddy, Chairman, Aurobindo Pharma said: "Aurobindo is pleased to join the Billion Dollar Club of Indian pharmaceuticals fraternity through its commitment to the customers and quality with stronger business and delivery capabilities. We continue to augment our Formulations and Active Ingredients businesses and create value for our stakeholders."



### Consolidated 2010-11 (Audited)

- The Company has registered a Net Operating Income of ₹4,381.5 Crores (₹3,575.4 Crores) up by 22.5%. The Operating Profit before Fx stands ₹959.8 Crores (₹823.2 Crores), up by 16.6%.
- PBT before Fx has been at ₹751.0 Crores (₹645.0 Crores) thus growing by 16.4%. PBT stands at ₹798.5 Crores (₹752.3 Crores).
- PAT before Fx (excl. exceptional items) has been at ₹526.3 Crores (₹453.9 Crores) thus growing by 15.9%. PAT stands at ₹563.5 Crores (₹563.4 Crores).

### Standalone 2010-11 (Audited)

- The Company has registered a Net Operating Income of ₹4,133.1 Crores (₹3,252.3 Crores) up by 27.1%. The Operating Profit before Fx stands ₹957.2 Crores (₹749.6 Crores), up by 27.7%.
- PBT before Fx has been at ₹789.7 Crores (₹624.6 Crores) thus growing by 26.4%. PBT stands at ₹834.2 Crores (₹710.2 Crores).
- PAT before Fx (excl. exceptional items) has been at ₹578.0 Crores (₹438.0 Crores) thus growing by 32.0%. PAT stands at ₹593.8 Crores (₹525.8 Crores).

### Foreign exchange items :

This includes gain of ₹8.5 Crores (gain of ₹113.9 Crores) on account of the restatement of the Foreign Currency Convertible Bonds both in case of consolidated and stand alone financials for FY 2010-11.

### The breakup of Domestic and Export Sales on standalone basis is as under:

Particulars					(₹ Crores)		Change
	Q1	Q2	Q3	Q4	FY 10-11	FY 09-10	
	Unaudited				Audited	Audited	
Domestic	225.5	284.4	316.4	342.7	1169.0	957.0	+22.2%
Export	630.8	742.8	741.3	714.0	2828.9	2244.7	+26.0%
<b>Total</b>	<b>856.3</b>	<b>1027.2</b>	<b>1057.7</b>	<b>1056.7</b>	<b>3997.9</b>	<b>3201.7</b>	<b>+24.9%</b>

### Segmental breakup of Sales (Consolidated) :

The Total Operating Income consists of the company's business from formulations, dossier income and active ingredients.

Particulars					(₹ Crores)		Change
	Q1	Q2	Q3	Q4	FY 10-11	FY 09-10	
	Unaudited				Audited	Audited	
USA	216.2	295.5	328.2	349.8	1189.7	912.4	+30.4%
Europe & RoW	125.3	142.1	132.3	140.1	539.8	444.4	+21.5%
ARVs	151.9	178.1	183.3	180.3	693.6	495.3	+40.0%
<b>Formulations</b>	<b>493.4</b>	<b>615.7</b>	<b>643.8</b>	<b>670.2</b>	<b>2423.1</b>	<b>1852.1</b>	<b>30.8%</b>
<b>Dossier Income</b>	<b>38.6</b>	<b>69.9</b>	<b>120.4</b>	<b>26.7</b>	<b>255.6</b>	<b>197.7</b>	<b>+29.3%</b>
SSPs	132.0	160.2	136.6	135.9	564.7	614.8	-8.1%
Cephs	185.3	206.2	223.2	232.6	847.3	679.2	+24.7%
ARVs & Others	94.5	85.3	95.8	114.5	390.1	307.5	+26.9%
<b>Active Ingredients</b>	<b>411.8</b>	<b>451.7</b>	<b>455.6</b>	<b>483.0</b>	<b>1802.1</b>	<b>1601.5</b>	<b>+12.5%</b>



### **The Global Regulatory filings:**

The Company has filed and received approvals for large number of products in various key therapeutic segments across several countries.

Filings	Q1FY11	Q2FY11	Q3FY11	Q4FY11	Cumulative Filings as on 31 <sup>st</sup> March, 2011
ANDAs (USA)	8	5	15	9	209
DMFs (USA)	3	3	3	-	154
Formulations Dossiers in other key regulated markets (incl. Multiple registration into EU)	63	48	64	95	1270
API DMF/COS filings in other key regulated markets	107	80	125	59	1783
Patents	11	13	15	7	464

As on 31.03.2011, 134 ANDAs have been approved in USA including 32 tentative approvals.

During FY 2010-11, 21 new ANDA were approved by USFDA (17 Final and 4 Tentative) and in addition 2 earlier tentatively approved ANDAs received final approvals:

<b>Q1FY 10-11</b>	<ol style="list-style-type: none"> <li>1. Venlafaxine Hydrochloride Tablets 25mg, 37.5mg, 50mg, 75mg and 100mg (CNS) - Final</li> <li>2. Ondansetron Orally Disintegrating Tablets 4mg and 8mg (Anti-emetic) - Final</li> <li>3. Rosuvastatin Calcium Tablets 5mg, 10mg, 20mg and 40mg (CVS) - Tentative</li> <li>4. Valacyclovir Hydrochloride Tablets 500mg and 1g (Anti-Infective) - Final</li> <li>5. Ceftazidime for Injection USP 500mg, 1g and 2g (Anti-Infective) - Final</li> <li>6. Ceftazidime for Injection USP 6g Pharmacy Bulk Pack (Anti-Infective) - Final</li> <li>7. Sulfamethoxazole / Trimethoprim Oral Suspension USP 200mg/40mg per 5ml (Anti-Infective) –Final</li> </ol>
<b>Q2FY 10-11</b>	<ol style="list-style-type: none"> <li>8. Ranitidine Syrup (Ranitidine Oral Solution USP) 15 mg/mL (75 mg/5 mL) GI - Final</li> <li>9. Ampicillin for Injection USP 10 g Anti-Infective - Final</li> <li>10. Ampicillin for Injection USP 125 mg, 250 mg, 500 mg, 1 g and 2 g Anti-Infective - Final</li> <li>11. Atomoxetine Hydrochloride Capsules 10, 18, 25, 40, 60, 80 and 100 mg ADH – Final (<i>earlier tentatively approved</i>)</li> <li>12. Ampicillin &amp; Sulbactam for Injection USP (Standard Vial) 1.5 and 3.0 g Anti-Infective - Final</li> <li>13. Ampicillin &amp; Sulbactam for Injection USP (Infusion Vial) 1.5 and 3.0 g Anti-Infective - Final</li> <li>14. Ampicillin &amp; Sulbactam for Injection USP (Pharmacy Bulk Package) 15 g Anti-Infective - Final</li> </ol>
<b>Q3FY 10-11</b>	<ol style="list-style-type: none"> <li>15. Losartan Potassium Tablets 25, 50 and 100 mg CVS – Final (<i>earlier tentatively approved</i>)</li> <li>16. Losartan Potassium and HCLZ Tablets 50 mg/12.5 mg, 100 mg/12.5 mg and 100 mg/25 mg CVS - Final</li> <li>17. Duloxetine Hydrochloride Delayed Release Capsules 20 mg, 30 mg and 60 mg CNS - Tentative</li> </ol>
<b>Q4FY 10-11</b>	<ol style="list-style-type: none"> <li>18. Lamivudine and Tenofovir Disoproxil Fumarate Tablets (NDA) 300 mg/300 mg (NDA) ARV - Tentative</li> <li>19. Levofloxacin Tablets 250 mg, 500 mg and 750 mg Anti-inflammatory ) - Tentative</li> <li>20. Famciclovir Tablets 125 mg, 250 mg and 500 mg ARV - Final</li> <li>21. Venlafaxine Hydrochloride XR Capsules 37.5 mg, 75 mg and 150 mg CNS – Final</li> <li>22. Galantamine Tablets USP 4 mg, 8 mg and 12 mg Alzheimer - Final</li> <li>23. Fosinopril Sodium Tablets USP 10 mg, 20 mg and 40 mg CVS - Final</li> </ol>

#### **About Aurobindo Pharma Limited**

Aurobindo Pharma Limited ([www.aurobindo.com](http://www.aurobindo.com)), headquartered at Hyderabad, India, manufactures generic pharmaceuticals and active pharmaceutical ingredients. The company's manufacturing facilities are approved by several leading regulatory agencies like US FDA, UK MHRA, WHO, Health Canada, MCC South Africa, ANVISA Brazil. The company's robust product portfolio is spread over 6 major therapeutic/product areas encompassing Antibiotics, Anti-Retrovirals, CVS, CNS, Gastroenterologicals, and Anti-Allergics, 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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**AUROBINDO PHARMA LIMITED**

Regd. Office: Plot No.2, Maitrivihar, Ameerpet, Hyderabad - 500 038, India  
Audited Financial Results for the Year ended 31st March, 2011

Rs.in lakhs

Particulars	Standalone		Consolidated	
	Year Ended	Year Ended	Year Ended	Year Ended
	31.03.2011	31.03.2010	31.03.2011	31.03.2010
	Audited	Audited	Audited	Audited
Sales(including excise duty) & operating income	422,999	331,960	448,098	365,133
Less: Excise Duty	9,687	6,733	9,950	7,590
Net Sales	413,312	325,227	438,148	357,543
Expenditure				
a. (Increase)/Decrease in Stock	(13,637)	(14,748)	(19,016)	(18,492)
b. Material Consumed	232,863	187,775	224,184	177,927
c. Purchase of traded goods	853	1,936	13,760	12,673
d. Staff Cost	30,360	23,262	42,855	32,728
e. Depreciation/Amortisation	12,504	9,546	17,150	14,934
f. Other Expenditure	67,153	52,046	80,389	70,389
<b>Total Expenditure</b>	<b>330,096</b>	<b>259,817</b>	<b>359,322</b>	<b>290,159</b>
<b>Profit from Operations before Other Income, interest, foreign exchange gain, tax and exceptional item</b>	<b>83,216</b>	<b>65,410</b>	<b>78,826</b>	<b>67,384</b>
Other Income	799	2,281	2,519	3,894
<b>Profit before interest, foreign exchange gain, tax &amp; exceptional item</b>	<b>84,015</b>	<b>67,691</b>	<b>81,345</b>	<b>71,278</b>
Interest and Finance Charges (net)	5,049	5,233	6,247	6,779
Foreign Exchange net (Gain)	(4,450)	(8,558)	(4,754)	(10,726)
<b>Profit from Ordinary Activities before tax &amp; exceptional item</b>	<b>83,416</b>	<b>71,016</b>	<b>79,852</b>	<b>75,225</b>
Provision for Taxation	21,165	18,659	22,512	19,136
<b>Profit before Exceptional item &amp; Minority Interest</b>	<b>62,251</b>	<b>52,357</b>	<b>57,340</b>	<b>56,089</b>
<b>Exceptional item</b>	<b>(2,871)</b>	<b>219</b>	<b>(1,034)</b>	<b>219</b>
<b>Profit before Minority Interest</b>	<b>59,380</b>	<b>52,576</b>	<b>56,306</b>	<b>56,308</b>
Minority Interest	-	-	(39)	(32)
<b>Net Profit</b>	<b>59,380</b>	<b>52,576</b>	<b>56,345</b>	<b>56,340</b>
Paid-up Equity Share Capital (Face value Re. 1 per share)	2,911	2,786	2,911	2,786
Reserves excluding Revaluation Reserve	254,050	188,651	241,572	180,122
Basic Earnings per share before & after Extraordinary items (Rs.)	20.63	19.42	19.57	20.81
Diluted Earnings per share before & after Extraordinary items (Rs.)	18.56	16.63	17.61	17.82
Public Shareholding				
- Number of Shares	132,861,495	120,139,990		
- Percentage of Shareholding	45.64	43.12		
Promoters and promoter group Shareholding				
a) Pledged/Encumbered				
- Number of Shares	30,388,605	33,963,605		
- Percentage of Shares (as a % of the total shareholding of promoter & promoter group)	19.20	21.43		
- Percentage of Shares (as a % of the total share capital of the company)	10.44	12.19		
b) Non-encumbered				
- Number of Shares	127,871,190	124,540,590		
- Percentage of Shares (as a % of the total shareholding of promoter & promoter group)	80.80	78.57		
- Percentage of Shares (as a % of the total share capital of the Company)	43.92	44.69		



**AUROBINDO PHARMA LIMITED**

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**Audited Financial Results for the Year ended 31st March, 2011**

Rs.in lakhs

	As at 31-03-2011 Audited	As at 31-03-2010 Audited	As at 31-03-2011 Audited	As at 31-03-2010 Audited
<b>SHAREHOLDERS FUNDS:</b>				
(a) Capital	2,911	2,786	2,911	2,786
(b) Reserves and Surplus	254,050	188,651	241,572	180,122
<b>LOAN FUNDS</b>	<b>231,772</b>	<b>194,478</b>	<b>241,435</b>	<b>215,457</b>
<b>MINORITY INTEREST</b>	<b>-</b>	<b>-</b>	<b>911</b>	<b>433</b>
<b>DEFERRED TAX LIABILITY (Net)</b>	<b>12,182</b>	<b>9,507</b>	<b>12,267</b>	<b>9,535</b>
<b>TOTAL</b>	<b>500,915</b>	<b>395,422</b>	<b>499,096</b>	<b>408,333</b>
<b>FIXED ASSETS (Net) including Capital Work in progress</b>	<b>193,281</b>	<b>154,481</b>	<b>244,222</b>	<b>228,093</b>
<b>INVESTMENTS</b>	<b>49,308</b>	<b>37,091</b>	<b>3,854</b>	<b>28</b>
<b>DEFERRED TAX ASSET (Net)</b>	<b>-</b>	<b>-</b>	<b>435</b>	<b>417</b>
<b>CURRENT ASSETS, LOANS AND ADVANCES:</b>				
(a) Inventories	126,102	94,482	145,526	110,245
(b) Sundry Debtors	148,071	115,135	124,344	95,601
(c) Cash and Bank balances	12,233	456	18,818	7,283
(d) Other current assets	262	466	143	334
(e) Loans and Advances	54,860	57,298	50,382	37,131
Less: Current Liabilities and Provisions				
(a) Liabilities	(77,461)	(60,883)	(82,427)	(67,280)
(b) Provisions	(5,741)	(3,104)	(6,201)	(3,519)
Net Current Assets	258,326	203,850	250,585	179,795
<b>MISCELLANEOUS EXPENDITURE (Not written off or adjusted)</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>PROFIT AND LOSS ACCOUNT</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>TOTAL</b>	<b>500,915</b>	<b>395,422</b>	<b>499,096</b>	<b>408,333</b>

**NOTES:**

- The audited financial results as reviewed by the Audit Committee have been approved by the Board at its meeting held on May 9, 2011.
- The consolidated audited financial results have been prepared in accordance with AS - 21 on 'Consolidated Financial Statement', AS-27 Financial Reporting of Interests in Joint Ventures' and includes audited financial results of all subsidiaries and Joint Ventures.
- The Company's operations fall within a single primary business segment viz. 'Pharmaceutical Products'.
- Investor complaints pending at the beginning of the quarter: Nil, received:122, resolved: 122 and lying unresolved at the end of the quarter Nil.
- FOB value of exports is Rs.269,697 lakhs (Rs.208,637 lakhs).
- Sales include dossier income in standalone of Rs.23,207 lakhs (Rs.11,786 lakhs) and in consolidated of Rs.25,562 lakhs(Rs.19,774 lakhs).
- Foreign Exchange Gain for the year represents exchange differences arising on all foreign currency transactions. This includes net gain due to restatement, conversion and buyback of Foreign Currency Convertible Bonds (net of Deposits) Rs.845 lakhs ( Rs.11,392 lakhs).
- The Group has sold its entire stake in Cephazone Pharma LLC, a joint venture of one of its overseas subsidiaries in USA. Also, the Company has entered into a definitive agreement to divest its 80.50% stake in one of its 100% subsidiaries namely Aurobindo Datong Bio Pharma Co. Ltd., China (ADBPL) effective November 30, 2010. Thus the Company's balance stake of 19.50% in ADBPL will be strategic in nature to ensure uninterrupted supply of raw materials at competitive prices.
- Exceptional item for the current year ended March 31, 2011 relates to loss (net) on sale of subsidiaries and joint ventures (including loss (net) aggregating to Rs.2871 lakhs and Rs.765 lakhs disclosed respectively in standalone and consolidated results in respect of sale of entities referred in para 8 above). Previous year exceptional item relates to gain on buy back of FCCBs.
- The Equity shares of the Company with face value of Rs.5/- per share have been subdivided into 5 shares of Re.1/- each effective February 11, 2011, being the record date for the said purpose. Consequently, the Basic and Diluted Earning Per Share and shareholding data of the Previous Year have been re-computed and disclosed accordingly.
- In respect of matter referred to in the auditors' report for the year ended March 31, 2011 in relation to non-provision of premium on redemption of 139,200 Zero Coupon Foreign Currency Convertible Bonds (FCCBs) of USD 1000 each, the management has taken the consistent view that it can not be determined being contingent in nature, as determination and crystallization of liabilities is dependant on uncertain future events or actions, not wholly within the control of the Company.
- In respect of matter referred to in the auditors' report on consolidated financial statements for the year ended March 31, 2011, in relation to non-confirmity with AS- 22 "Accounting for Taxes on Income" in the case of certain overseas subsidiaries and joint venture entities, the management believes that presently it is not practicable to measure deferred tax in respect of said entities using the measurement principles prescribed under aforesaid AS-22.
- The Board recommended final dividend @100% on the equity share capital of the Company i.e Rs.1/- per share subject to approval of members. This is in addition to interim dividend @100% on equity share capital of the Company i.e.Rs.5/- per share paid in November 2010.
- The figures for the previous year have been rearranged/regrouped wherever necessary.

By Order of the Board

Place: Hyderabad  
Date : May 9, 2011

www.aurobindo.com

K. Nithyananda Reddy  
Managing Director