



**Aurobindo records consolidated Total Income of Rs 2530 crores and Net Profit of Rs.238 crores.  
Formulation business constitutes 39.4% of the net sales**

Aurobindo Pharma Limited, is pleased to announce the financial results for the year ended 31st March 2008. The highlights are as under:

- Financials Consolidated:
  - Total Income up by 16.5% to Rs 2530Crs (Rs 2172 Crs)
  - PBT up by 41.3% to Rs 291.75 Crs (Rs 206.42 Crs)
  - PAT up by 18.7% to Rs 238.48 Crs (Rs 200.96 Crs)
  - Gross Margin improves to 44.50% from 42.45%
  - Net Margin improves to 9.43% from 9.25%
  - Formulation Sales up by 44.81% to Rs 1005 Crs (Rs 694 Crs)
- Pen-G price continue to be stable, China operations stabilize
- 46 ANDA filings in USA in FY 2007-08, cumulative filings 128
- Despite pressure in generic prices. US sales clock USD 59 mn (USD 39 mn) & Europe sales USD 50 mn (USD 32 mn)
- Overall borrowings decline to Rs 1847 Crs from Rs 2078 Crs

**Consolidated 2007-08**

The Company has registered a total income of Rs.2530 crores (Rs.2172 crores) up by 16.5%. The profit before tax has jumped to Rs.292 crores (Rs.206 crores) up by 41.7%. After making a provision for tax of Rs.54 crores (Rs.4 crores) the net profit stands at Rs.238 crores (Rs.201 crores) up by 18.4%.

The consolidated EBIDTA stands at Rs.435 crores (Rs.351 crores) up by 23.9%.

**Standalone 2007-08**

The Company has registered a total income of Rs.2353 crores (Rs.1918 crores) up by 22.7%. The profit before tax has jumped to Rs.345 crores (Rs.231 crores) up by 49.3%. After making a provision for tax of Rs.54 crores (Rs.2 crores) the net profit stands at Rs.291 crores (Rs.229 crores) up by 27.1%.

The standalone EBIDTA stands Rs.435 crores (Rs.321 crores) up by 35.5%.

**Q4 Results:**

On Consolidated basis, Total Income, EBIDTA,PBT and PAT stands at Rs. 722 crores, Rs.116 crores, Rs. 78 crores and Rs.70 crores respectively. On Stand alone basis, Total Income, EBIDTA and PBT stands at Rs.641 crores (Rs.526 crores), Rs.110 crores (Rs.80 crores), Rs.86 crores (Rs.51 crores) and after providing for tax of Rs.10 crores (Rs.27 crores) during the quarter the PAT stands at Rs.76 crores (Rs.78crores)

**The breakup of Other income on consolidated basis is as under:**

(Rs.in Crores)

Particulars	Q4	FY 07-08	FY 06- 07
Net Exchange fluctuation gain	7.8	69.3	12.7
Sale of Dossier	2.7	10.6	13.3
Miscellaneous	5.8	14.4	23.3
<b>Total</b>	<b>16.3</b>	<b>94.3</b>	<b>49.3</b>

(The Exchange fluctuation gain on account of FCCBs for 2007-08 is at Rs.85.5 crores (Rs.47.9crores)

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

(Rs.in Crores)

Particulars	Q4	FY 07-08	FY 06- 07
Domestic	256.0	949.4	832.0
Export	403.9	1401.6	1147.7
<b>Total</b>	<b>659.9</b>	<b>2351.0</b>	<b>1979.7</b>

**Breakup of Sales (consolidated):**

(Rs.in Crores)

Particulars					FY 07-08	FY 06- 07
	Q1	Q2	Q3	Q4		

Formulations	179.6	239.7	246.6	338.8	1004.7	693.5
APIs						
SSPs	212.3	227.8	174.8	189.2	804.1	591.3
Cephs	130.9	157.7	162.0	141.2	591.8	642.9
ARVs & Others	43.6	41.8	26.8	39.5	151.7	296.4
Sub Total	386.8	427.3	363.6	369.9	1547.6	1530.6
<b>Total</b>	<b>566.4</b>	<b>667.0</b>	<b>610.2</b>	<b>708.7</b>	<b>2552.3</b>	<b>2224.1</b>

The formulation sales has grown by 44.8% to Rs.1005 crores (Rs.694 crores) and it now constitutes 39.4% (31.3%) of the net sales.

#### Breakup of Formulation Sales:

(Rs.in Crores)

Particulars	FY 07-08				FY 07-08	FY 06-07
	Q1	Q2	Q3	Q4		
USA	54.6	51.8	49.7	79.8	235.9	156.3
Europe	36.2	56.2	64.1	44.6	201.1	128.0
ARVs	64.2	107.2	93.9	139.1	404.4	287.5
ARVs & Others	43.6	41.8	26.8	39.5	151.7	296.4
Rest of the World	24.6	24.5	38.9	75.4	163.4	121.7
<b>Total</b>	<b>179.6</b>	<b>239.7</b>	<b>246.6</b>	<b>338.9</b>	<b>1004.8</b>	<b>693.5</b>

#### The Global Regulatory filings:

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

<b>Filings</b>	<b>Q4 FY 07-08</b>	<b>Cumulative Filings as on 31st March, 2008</b>
ANDAs (USA)	9	128
DMFs (USA)	1	122
Formulations Dossiers in other key regulated markets	7	185
API DMF/COS filings in other key regulated markets	91	895
Patents	25	318

As on 31.03.2008 , 67 ANDAs have been approved in USA including 18 tentative approvals. The Company has so far launched 33 products in the USA market.

**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 has received approvals for several facilities from 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. The Company is marketing these products globally, in over 100 countries.

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