

NEWS RELEASE

 9th August 2018, Hyderabad, India

Aurobindo Pharma Ltd Q1 FY18-19 Financial Results
Consolidated financial results – Q1FY18-19

Amount in INR Cr	Q1 FY18-19	Q1 FY17-18	% Chg	Q4 FY17-18	% Chg
Revenue from operations	4,250.3	3,678.7	15.5	4,049.1	5.0
EBITDA before Forex and Other income	779.2	841.6	-7.4	804.0	-3.1
EBITDA %	18.3%	22.9%		19.9%	
PBT before Forex	638.9	715.6	-10.7	666.5	-4.1
Net Profit after JV share, minority interest	455.7	518.5	-12.1	528.5	-13.8

Post implementation of GST with effect from July 1, 2017, revenue from operations from Q2FY18 onwards are net of GST

Key Highlights of Q1FY19 consolidated financials

- Revenue from Operations at INR 4,250.3 Cr, an increase of 15.5% over corresponding previous period
 - US formulation sales of INR 1,889.6 Cr vs INR 1,694.9 Cr in Q1FY18, witnessed a healthy growth of 11.5% YoY
 - Europe formulation sales at INR 1,199.1 Cr, registering a strong growth of 30.7% YoY
 - Growth Markets sales at INR 256.5, up 32.3% against Q1 last year
 - ARV sales at INR 155.6 Cr vs. INR 244.6 Cr in Q1FY18
 - API sales of INR 748.0 Cr, an increase of 19.7% over corresponding previous period
- EBIDTA before Forex and Other income at INR 779.2 Cr vs INR 841.6 Cr in Q1 last year; EBITDA margin for the quarter was 18.3%
- Net Profit after JV share, minority interest at INR 455.7 Cr as against INR 518.5 Cr in the corresponding previous period.
- Basic & Diluted EPS is INR 7.78 per share.
- Research & Development (R&D) spend at INR 169 Cr, 4.0% of revenues
- Received final approval for 13 ANDAs and tentative approval for 3 ANDAs from USFDA

Commenting on the Company's performance, Mr. N. Govindarajan, Managing Director of the company said: *"We have achieved 16% growth in revenues led by a healthy growth across key geographies and segments. However, profitability was impacted largely due to certain one-off product related provisions. With consistent focus on execution and enhancement of capabilities, we have started filing dermatology ANDAs and is on track in other speciality segments."*

AUROBINDO PHARMA LIMITED

(CIN :L24239TG1986PLC015190)

PAN No. AABCA7366H

Corp off.: The Water Mark Building, Plot No.11, Survey No.9, Hi-tech City, Kondapur, Hyderabad – 500 084 T.S., INDIA Tel : +91 40 6672 5000 / 1200 Fax : +91 40 6707 4059

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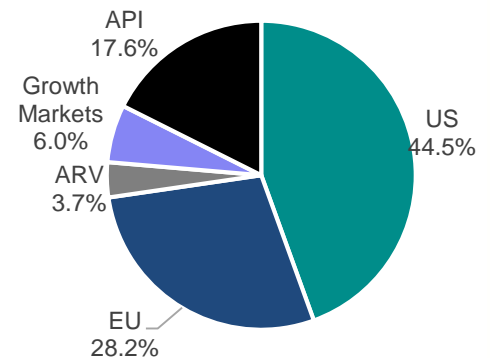
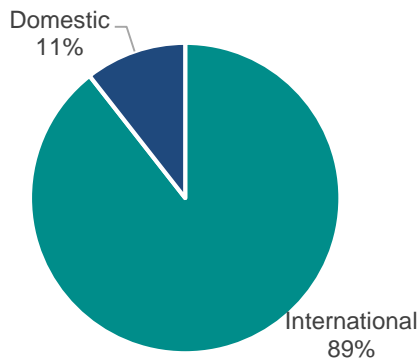
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Operational Performance (Consolidated):

Gross Sales (Amt in INR Cr)	Q1 FY18-19	Q1 FY17-18	% Chg	Q4 FY17-18	% Chg
Formulations					
USA	1,889.6	1,694.9	11.5	1,738.8	8.7
Europe	1,199.1	917.6	30.7	1,151.6	4.1
Growth Markets	256.5	193.9	32.3	209.6	22.4
ARV	155.6	244.6	-36.4	148.6	4.7
Total Formulations	3,500.8	3,051.0	14.7	3,248.6	7.8
Active Pharmaceuticals Ingredients (API)					
Betalactum	491.9	408.9	20.3	532.7	-7.7
Non Betalactum	256.1	216.2	18.5	266.9	-4.0
Total API*	748.0	625.0	19.7	799.6	-6.5
Consolidated Gross Sales	4,248.8	3,676.0	15.6	4,048.3	5.0
Dossier Income	1.5	2.8		0.8	
Revenue from operations	4,250.3	3,678.7	15.5	4,049.1	5.0

*Q1FY18 number includes excise duty of INR 35.5 crore

Consolidated Revenue breakup - Geography & segment wise



Formulations

Formulation sales for the quarter recorded a growth of 14.7% YoY to INR 3,500.8 Cr and accounted for 82% of total revenues.

US Formulations

- US sales of INR 1,889.6 Cr compared to INR 1,694.9 Cr in Q1FY18, witnessing a growth of 11.5% YoY. On constant currency basis, sales grew by 7% YoY. US accounted for 44.5% of total revenues.
- The company filed 7 ANDAs, including 3 ANDAs for injectables with USFDA during the quarter
- Received final approval for 13 ANDAs and tentative approval for 3 ANDAs during the quarter.

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- As on 30th Jun 2018, on a cumulative basis, the company filed 487 ANDAs with USFDA and received approval for 375 ANDAs including 33 tentative* approvals
- The company has launched 14 products, including 4 injectables during the quarter

*Tentative approvals include 10 ANDAs approved under PEPFAR.

EU Formulations

- Sales from EU formulations in Q1FY18-19 witnessed a strong growth of 30.7% at INR 1,199.1 Cr, driven by strong growth in some of the key markets. The business accounted for 28.2% of revenues. In Euro terms, sales grew by 16.0% YoY.
- As on 30th Jun, 2018, we have transferred manufacturing of 94 products from Europe to India.
- In July 2018, Aurobindo Pharma has signed a definitive agreement to acquire commercial operations and supporting infrastructure in five European countries from Apotex International Inc.

ARV Formulations

ARV business sales was at INR 155.6 Cr compared to INR 244.6 Cr in Q1FY18 and accounted for 3.7% of revenues.

Growth Markets Formulations

Sales from Growth Markets formulations posted a robust growth of 32.3% YoY to INR 256.5 Cr in Q1FY18-19 and accounted for ~6% of revenues.

API business

API business posted a strong growth of 19.7% to INR 748.0 Cr and contributed 17.6% of the total revenue during the quarter. The growth was on the back of increase in both Betalactum and Non-Betalactum segments. The company filed 4 DMFs with USFDA during the quarter.

Global Regulatory Filings:

Filings	Q1 FY18-19	Cumulative Filings as on 30 th Jun 2018
ANDAs (including filings made from Aurobindo USA)	7	487
DMFs (including filings made from AuroNext and AuroPeptide)	4	231
Formulations Dossiers in other key advanced markets (incl. Multiple registrations into Europe, South Africa and Canada)	82	3,482
API DMF/COS filings in other key regulated markets (incl. Multiple registrations)	37	2,785

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USFDA approvals received in Q1 FY18-19:

Final Approvals

1	Lamivudine & Tenofovir Disoproxil Fumarate Tab 300 mg/300mg	Anti-Retrovirals
2	Sildenafil Citrate (gViagra)Tab 25 mg, 50 mg and 100 mg	CVS
3	Atazanavir Sulfate Cap (gReyataz)100 mg, 150 mg, 200 mg and 300 mg	Anti-Retrovirals
4	Omeprazole Magnesium Delayed-Release Tab (OTC) (gPrilosec OTC) 20.6 mg	Gastroenterological
5	Levonorgestrel & Ethinyl Estradiol Tab (g Seasonale) 0.15 mg/0.03 mg	Oral Contraceptive
6	Loratadine Tab (OTC) (gClaritin) 10 mg	Anti-histamine
7	Ibuprofen Cap (OTC) (gAdvil Liqui-Gels) 200 mg	Pain
8	Ibuprofen Oral Suspension (OTC) (gChildren's Mortin) 100 mg/5 mL	Pain
9	Polyethylene Glycol 3350 Powder for Oral Solution (OTC) (gMiralax) 17 g	Gastroenterological
10	Loratadine Oral Solution (OTC) (gClaritin) 5 mg/5 mL	Anti-histamine
11	Loratadine Orally Disintegrating Tab (OTC) (gClaritin Reditabs) 10 mg	Anti-histamine
12	Ertapenem for Injection 1 g/vial (Single Dose Vial) (gInvanz)	Penem
13	Capecitabine Tab (gXeloda) 150 mg and 500 mg	Oncology

Tentative approvals

1	Solifenacin Succinate Tab (gVesicare) 5 mg and 10 mg	Genitourinary
2	Rivaroxaban Tab (gXarelto) 10mg, 15mg and 20mg	CVS
3	Apixaban Tab (gEliquis) 2.5mg and 5mg	CVS

Earnings call details

The company will host an earnings call at 8.30 AM IST on August 10th 2018, to discuss the performance and answer any questions from participants.

Participants can dial-in on the numbers below

Primary Number: +91 22 6280 1292 / +91 22 7115 8193
Local Access Number: +91 70456 71221 (Available all over India)

About Aurobindo Pharma Limited:

Aurobindo Pharma Limited (www.aurobindo.com), (NSE: AUROPHARMA, BSE: 524804, Reuters: ARBN.NS, Bloomberg: ARBP:IN) 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, EU, Japan PMDA, WHO, Health Canada, South Africa MCC, Brazil ANVISA. The company's robust product portfolio is spread over 6 major therapeutic/product areas encompassing Antibiotics, Anti-Retroviral, CVS, CNS, Gastroenterological, Pain management and Anti-Allergic, supported by an outstanding R&D set-up. The Company is marketing these products globally in over 150 countries.

For further information, please contact:

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Disclaimer:

This press release contain statements that may constitute “forward looking statements” including and without limitation, statements relating to product characteristics and uses, sales potential and target dates for product launch, 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 factors could cause actual developments and results to differ materially from our expectations. The company undertakes no obligation to publicly revise any forward looking statements to reflect future events or circumstances and will not be held liable for any use of this information.

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(Rs. In lakhs)

STATEMENT OF CONSOLIDATED UNAUDITED FINANCIAL RESULTS FOR THE QUARTER ENDED 30.06.2018				
Particulars	Quarter ended			Year ended
	30.06.2018	31.03.2018	30.06.2017	31.03.2018
	Unaudited	Audited	Unaudited	Audited
1 Revenue from operations				
(a) Net sales/ income from operations (refer note 4)	418,156	398,863	362,107	1,623,287
(b) Other operating income	6,871	6,046	5,768	26,697
Total revenue from operations	425,027	404,909	367,875	1,649,984
2 Other income	4,373	4,383	2,209	10,198
Total income (1+2)	429,400	409,292	370,084	1,660,182
3 Expenses				
(a) Cost of materials consumed	165,678	142,779	137,833	562,937
(b) Purchases of stock-in-trade	43,513	46,673	34,041	160,588
(c) Changes in inventories of finished goods, stock-in-trade and work-in-progress	(18,466)	(22,505)	(22,091)	(48,251)
(d) Employee benefits expense	59,613	58,127	49,017	213,084
(e) Finance costs	2,954	2,472	1,687	7,771
(f) Foreign exchange loss (net) (refer note 8)	6,816	1,592	766	1,676
(g) Depreciation and amortisation expense	15,453	15,663	13,118	55,797
(h) Other expenses	96,767	99,432	84,915	382,774
Total expenses	372,328	344,233	299,286	1,336,376
4 Profit before tax (1+2-3)	57,072	65,059	70,798	323,806
5 Share of profit of joint ventures, net of tax	41	56	134	314
6 Profit before tax (4+5)	57,113	65,115	70,932	324,120
7 Tax expense	11,554	12,239	19,099	81,828
8 Net profit for the period (6-7)	45,559	52,876	51,833	242,292
9 Share of (loss)/profit attributable to non-controlling interest	(7)	25	(18)	(26)
10 Net profit after taxes attributable to owners of the Parent Company (8-9)	45,566	52,851	51,851	242,318
11 Other Comprehensive income				
i) items that will not be reclassified subsequently to profit or loss (net of tax)	(63)	196	(158)	(237)
ii) items that will be reclassified subsequently to profit or loss	3,526	10,184	3,330	15,191
Total other comprehensive income	3,463	10,380	3,172	14,954
12 Total Comprehensive income for the period (10+11)	49,029	63,231	55,023	257,272
13 Paid-up equity share capital (face value Re. 1 per share)	5,859	5,859	5,859	5,859
14 Other equity				1,162,183
15 Earnings per equity share of Re. 1 each (not annualised)				
(a) Basic (in Rs.)	7.78	9.02	8.85	41.36
(b) Diluted (in Rs.)	7.78	9.02	8.85	41.36

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NOTES:

- 1 The financial results of the Company have been prepared in accordance with the Indian Accounting Standards (Ind AS) prescribed under Section 133 of the Companies Act, 2013, read with the relevant rules issued thereunder.
- 2 The above consolidated financial results have been prepared in accordance with principles and procedures as set out in the Ind AS 110 on "Consolidated financial statements" and Ind AS 28 on "Investments in Associates and Joint Ventures" notified under Section 133 of Companies Act, 2013 and Companies (Indian Accounting Standards) Rules, 2015, as amended.
- 3 The above consolidated financial results as reviewed by the audit committee have been approved by Board of Directors at its meeting held on 09 August 2018.
- 4 Post implementation of Goods and Services Tax ('GST') with effect from 01 July 2017, revenues from operations is disclosed net of GST. Revenue from operations for the quarter ended 30 June 2018 and 31 March 2018 are reported net of GST. Revenue from operations for the quarter ended 30 June 2017 includes excise duty which is now subsumed in GST. The year ended 31 March 2018 includes excise duty upto 30 June 2017.
- 5 Effective 01 April 2018, the Company has adopted Ind AS 115 "Revenue from Contracts with Customers". The adoption of the standard did not have material impact on the financial results of the Group.
- 6 During the quarter, i) Mer Medicamentos, Lda, Portugal, Aurovitas, Unipessoal LDA, Portugal and Aurobindo Pharma (Portugal) Unipessoal Limitada., Portugal were merged with Generis Farmaceutica S.A., w.e.f. 01 April 2018. ii) Aurobindo Pharma USA LLC was revived w.e.f. 06 June 2018, which was dissolved w.e.f. 31 March 2018.
- 7 The Company operates in only one segment viz., 'Pharmaceutical Products'.
- 8 Foreign exchange loss includes exchange difference arising from foreign currency borrowings to the extent that they are regarded as an adjustment to finance cost as per para 6(e) of Ind AS 23 on "Borrowing costs".
- 9 The figures for the quarter ended 31 March 2018 are the balancing figures between audited figures in respect of the full financial year upto 31 March 2018 and the unaudited published year to date figures upto 31 December 2017, which were subjected to the limited review only by the statutory auditors.
- 10 Previous period figures have been regrouped/ rearranged wherever considered necessary to conform to the current period presentation.

By Order of the Board

Place: Hyderabad
Date : 09 August 2018

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N.Govindarajan
Managing Director

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