

Date: May 30, 2016

To

NATIONAL STOCK EXCHANGE OF INDIA LIMITED

Exchange Plaza, Bandra Kurla Complex, Bandra (E),

MUMBAI -400 051

Company Code No. AUROPHARMA

То

**BSE LIMITED** 

Phiroz Jeejeebhoy Towers, 25<sup>th</sup> floor, Dalal Street, **MUMBAI -400 001** 

Company Code No. 524804

Dear Sirs,

SUB: Press Release - Reg

We enclose copy of the Press Release issued by the Company,

This is for your information and record

Thanking you,

Yours faithfully,

For AUROBINDO PHARMA LIMITED

A.MOHAN RAMI REDDY

Vice President (Legal) & Company Secretary





#### **NEWS RELEASE**

30th May 2016, Hyderabad, India

## Q4 FY15-16 and FY15-16 Financial Results

Amount in INR Cr	Q4 FY15-16	Q4 FY14-15	% Chg (YoY)	Q3 FY15-16	% Chg (QoQ)	FY15-16	FY14-15	% Chg
Consolidated Net Operating Income*	3,746.8	3,162.1	18.5	3,495.5	7.2	13,896.1	12,120.5	14.6
EBITDA before Forex	882.3	656.1	34.5	823.0	7.2	3,205.6	2,563.6	25.0
EBITDA %	23.5	20.7		23.5		23.1	21.2	
PBT	771.1	556.8	38.5	720.6	7.0	2,722.5	2,167.9	25.6
PAT (after minority interest)	562.8	403.8	39.4	535.0	5.2	1,982.0	1,575.8	25.8

<sup>\*</sup>Net of excise duty

## Consolidated Financial Performance for Q4 FY15-16 on YoY basis:

- Total Operating Income up by 18.5% to INR 3,747 Cr vs INR 3,162 Cr
- Operating Profit (EBIDTA) before Forex up 34.5% to INR 882 Cr vs INR 656 Cr; EBITDA margin at 23.5%
- PBT up by 38.5% to INR 771 Cr vs INR 557 Cr
- PAT after minority interest up by 39.4% to INR 563 Cr vs INR 404 Cr
- Basic & Diluted EPS is INR 9.64 and 9.63 per share respectively

## Consolidated Financial Performance for FY15-16 (Audited) on YoY basis:

- Total Operating Income up by 14.6% to INR 13,896 Cr vs INR 12,121 Cr
- Operating Profit (EBIDTA) before Forex up 25% to INR 3,206 Cr vs INR 2,564 Cr; EBITDA margin at 23.1%
- PBT up by 25.6% to INR 2,723 Cr vs INR 2,168 Cr
- PAT after minority interest up by 25.8% to INR 1,982 Cr vs INR 1,576 Cr
- Basic & Diluted EPS is INR 33.93 and 33.92 per share respectively
- Received 58 final and tentative ANDA approvals from USFDA
- Formulations business registered a growth 16.8% at INR 11,166 Cr (80% of Sales)
- API business registered 6.6% growth at INR 2,706 Cr (20% of Sales)
- Board has considered and approved an interim dividend @ 70% i.e., INR 0.70 per equity share of INR 1/-. This is in addition to the interim dividends of 180% i.e., INR 1.8 per equity share of INR 1/- aggregating to 250% i.e. INR 2.5 per equity share of INR 1/- for FY15-16. The Board do not recommend any further dividend for the year FY15-16.

**AUROBINDO PHARMA LIMITED** 



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

"We continue our growth journey with higher number of ANDA approvals, new launches and better integration of acquired businesses. With growth coming from all business verticals, focus remains on new launches in US and improved cost efficiencies in EU. In addition, our work continues on new businesses and differentiated technology platforms which will drive our future growth."

## **Operational Performance:**

Consolidated Gross Sales (Amount in INR Cr)	Q4 FY15-16	Q4 FY14-15	% Chg (YoY)	Q3 FY15-16	% Chg (QoQ)	FY15-16	FY14-15	% Chg	
,	F115-16	F114-15	(101)	F115-16	(עטע)				
	Formulations								
USA	1,666.3	1,340.5	24.3	1,570.6	6.1	6,144.0	4,831.7	27.2	
Europe	840.7	769.1	9.3	783.6	7.3	3,130.4	3,194.7	(2.0)	
Emerging Markets	175.6	140.8	24.7	177.3	(1.0)	691.4	569.2	21.5	
ARV	328.4	267.0	23.0	305.4	7.5	1,199.9	963.9	24.5	
<b>Total Formulations</b>	3,011.0	2,517.4	19.6	2,836.9	6.1	11,165.7	9,559.5	16.8	
Active Pharmaceuticals Ing	redients								
Betalactum	502.0	440.7	13.9	449.3	11.7	1,856.6	1,794.0	3.5	
Non Betalactum	272.6	235.7	15.6	245.9	10.9	1,027.1	912.2	12.6	
Total API	774.6	676.4	14.5	695.2	11.4	2,883.7	2,706.2	6.6	
Dossier Income	5.3	3.5	52.3	1.1	374.6	7.4	6.8	8.3	
Grand Total (net of excise duty)	3,746.8	3,162.1	18.5	3,495.5	7.2	138,961	12,120.5	14.6	

The formulations business contributed 80% of the total revenues and witnessed 20% YoY growth during the quarter and 17% during the year. The broad base growth across all the markets led to an increase in the formulations revenue.

US Formulations: The business contributed 44% to the total revenues and witnessed 24.3% growth YoY in Q4 FY15-16 and 27% in FY15-16. This is due to the new launches in the oral and injectable segment and growth in the Natrol business.

EU Formulations: Contributed 22% to the total revenues and registered 9.3% growth YoY during the quarter. The acquired business has seen profitability during the year on the back of increased focus, product pruning and cost efficiencies.

ARV formulations: The ARV business added 9% to the total revenues of the company with 23% growth YoY in Q4 FY15-16 and 25% in FY15-16.

Emerging Markets formulations: The Emerging Markets formulation business constitutes 5% of the total revenues of the company. The business registered 25% growth YoY during Q4 FY15-16 and 22% during FY15-16.

API: The Active Pharmaceuticals Ingredients business contributed 20% of the total revenues and registered double digit growth of 15% YoY during the quarter. On a financial year basis the growth is at 7%. The company sells API to domestic as well as the global market.

## **AUROBINDO PHARMA LIMITED**

(CIN:L24239TG1986PLC015190)

PAN No. AABCA7366H



During the quarter, the international sales stood at INR 3,356 Cr and the domestic sales were at INR 429 Cr representing 89% and 11% respectively. On the yearly basis, the international sales represent 87% of the total sales.

## **Global Regulatory Filings:**

During the FY15-16, the company filed 22 ANDA with USFDA including 20 in the Oral category and 2 in the Injectable category. The company during the period received highest ever ANDA approvals from USFDA. The total ANDA approvals for the year was 58 including 49 Final approvals and 9 tentative approvals. On a cumulative basis the company received 251 approvals from USFDA including 36 tentative\* approvals.

\*Tentative approvals include 21 ANDAs approved under PEPFAR.

Filings	Q4 FY15- 16	FY15-16	Cumulative Filings as on 31st March 2016
ANDAs (including filings made from Aurobindo USA)	11	22	398
DMFs (including filings made from AuroNext and AuroPeptide)	-	10	202
Formulations Dossiers in other key advanced markets (incl. Multiple registrations into Europe. South Africa and Canada)	110	519	2,703
API DMF/COS filings in other key regulated markets (incl. Multiple registrations)	27	126	2,522

For Europe Formulations, as on 31st Mar 2016 additional 1,601 MAs have been transferred from Actavis

## **USFDA approvals received in Q4 FY15-16**:

### **Final Approvals**

<ol> <li>Norethindrone Acetate Tab USP (Gx AYGESTIN®) 5mg</li> </ol>	Harmonal
2. Tranexamic Acid Inj (Gx Cyklokapron®) 1000 mg/10 mL(100 mg/mL	) CVS
3. Paricalcitol Cap (Gx Zemplar®) 1, 2 & 4 mcg	Calcium Regulator
4. Voriconazole Tab (Gx VFEND®) 50 & 200 mg	Anti-Infective
5. Levetiracetam Inj (Gx Keppra®) 500 mg/5 mL (100 mg/mL)	CNS
6. Celecoxib Cap (Gx Celebrex®) 50, 100, 200 and 400 mg	Pain Relief
7. Isosulfan Blue Inj (Gx LymphazurinTM) 1% [50 mg/5 mL (10 mg/mL)	] CVS
8. Levofloxacin in 5% Dextrose Inj (Gx Levaquin®)	
5 mg/mL (50, 100 & 150 mL fill vol)	Anti-Infective
9. Acetylcysteine Inj (Gx Acetadote®) 6 g/30 mL (200 mg/mL)	Antidote
10. Ibandronate Sodium Tab (Gx BONIVA®) 150 mg	Calcium Regulator
11. Dexmedetomidine Hydrochloride Inj (Gx Precedex®)	
200 mcg/2 mL (100 mcg/mL)	CNS
12. Naproxen Sodium Tab USP (OTC) (Gx ALEVE®) 220 mg	Pain Relief
13. Rivastigmine Tartrate Cap USP (Gx Exelon®) 1.5, 3, 4.5 and 6 mg	CNS
14. Vancomycin Hydrochloride for Inj USP 5 g & 10 g/vial	Anti-Infective
15. Pantoprazole Sodium for Inj (Gx Protonix®) 40 mg/vial	Gastrointestinal
16. Valganciclovir Tab USP (Gx Valcyte®) 450 mg	Anti-viral
17. Vancomycin Hydrochloride for Inj USP 500 mg & 1g/vial	Anti-Infective

## **Tentative Approvals**

## **AUROBINDO PHARMA LIMITED**

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**CVS** 

**CVS** 

**ARV** 

1. Prasugrel Tab (Gx Effient®) 5 & 10mg

2. Saxagliptin Tab (Gx Onglyza®) 2.5 & 5mg Anti-Diabetic

3. Pitavastatin Tab (Gx Livalo®) 1,2 & 4mg

4. Abacavir Sulfate and Lamivudine Tab (Gx Epzicom®) 600/300mg ARV

5. Ritonavir Tab USP (Gx Norvir®) 100mg

6. Olmesartan Medoxomil and Hydrochlorothiazide Tab (Gx Benicar HCT®) 20mg/12.5mg, 40 mg/12.5mg and 40 mg/25mg CVS

## **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.



#### **AUROBINDO PHARMA LIMITED**

(CIN - L24239TG1986PLC015190)

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(Rs. In lakhs)

STATEMENT OF CONSOLIDATED A	CODITED RESOLTS	TOR THE TEAR EN			
	Consolidated				
		Three months ended			nded
Particulars	31.03.2016	31.12.2015	31.03.2015	31.03.2016	31.03.2015
	Unaudited	Unaudited	Unaudited	Audited	Audited
1 Income from operations					
(a) Net sales/income from operations (Net of excise duty)	367,470	343,208	314,397	1,365,061	1,204,3
(b) Other operating income	7,205	6,342	1,810	24,547	7,7
Total income from operations (net)	374,675	349,550	316,207	1,389,608	1,212,0
2 Expenses	31 ,,212	5 10,000	0-1,-11	_,,	_,,
(a) Cost of material consumed	123,241	123,897	103,234	482,489	412,2
(b) Purchase of stock-in-trade	39,294	37,748	33,657	143,213	171,2
(c) Changes in inventories of finished goods, work-in- progress and	178	(6,290)	469	(9,949)	(32,9
stock-in-trade		` '		, , ,	. ,
(d) Employee benefits expense	40,882	40,102	37,332	155,084	130,2
(e) Depreciation and amortisation expense	11,127	9,947	8,467	39,262	33,
(f) Other expenses	82,847	71,792	75,906	298,213	274,
Total expenses	297,569	277,196	259,065	1,108,312	988,
3 Profit/(Loss) from operations before other income, finance costs,	77,106	72,354	57,142	281,296	223,:
foreign exchange (gain)/loss and exceptional items (1-2)	11,200	1 =,55 1	,		,
4 Other Income	2,059	687	674	6,823	8,
Profit/(Loss) from ordinary activities before finance costs , foreign					
exchange (gain)/ loss and exceptional items (3+4)	79,165	73,041	57,816	288,119	231,
Finance costs (refer note 4)	2,511	2,270	2,260	9,273	8,
7 Foreign exchange (Gain)/Loss (refer note 4)	(455)	(1,293)	(119)	6,600	5,
Profit/(Loss) from ordinary activities after finance costs but before					
exceptional items (5-6-7)	77,109	72,064	55,675	272,246	216,
Exceptional item	-	-	-	-	
Profit /(Loss) from ordinary activities before tax (8-9)	77,109	72,064	55,675	272,246	216,
1 Tax expense/(credit)	20,965	18,599	15,340	74,437	59,
Net Profit /(Loss) for the period (10-11)	56,144	53,465	40,335	197,809	157,
Minority Interest	(141)	(30)	(45)	(391)	(
Net Profit/(Loss) after taxes and minority interest (12-13)	56,285	53,495	40,380	198,200	157,
Paid-up Equity Share Capital (Face value Re. 1 per share)	5,852	5,840	2,920	5,852	2,
Reserves excluding Revaluation Reserve				699,821	512,
7 Earnings per share of Re.1/- each (not annualised)					
(a) Basic	9.64	9.16	6.92	33.93	27
(a) Diluted	9.63	9.16	6.91	33.92	27

## **AUROBINDO PHARMA LIMITED**



#### NOTES:

- 1 The above consolidated audited financial results as reviewed by the Audit Committee have been approved by the Board of Directors at its meeting held on May 30, 2016
- 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 Foreign exchange (gain)/loss for consolidated results includes exchange difference of Rs.520 lakhs, Rs.2,064 lakhs, Rs.Nil, for three months ended March 31, 2016, December 31, 2015, and March 31, 2015 respectively and Rs.16,404 lakhs, Rs. 7,556 lakhs for the year ended March 31, 2016 and March 31, 2015 respectively 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.
- 5 The Board of Directors at their meeting held on September 12, 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.
- 6 During the previous 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 year ended March 31, 2016 and for the year ended March 31, 2015 includes financial results of operations of Natrol LLC, USA from December 4, 2014. The corresponding figures of the year ended March 31, 2016 are not comparable.
- 7 The Company on July 22, 2015, had allotted 291,982,275 equity shares of Re.1/- each to the shareholders of the Company as Bonus shares in the ratio of 1:1. Consequent to the aforesaid allotment, the paid up equity share capital of the Company had increased from 291,982,275 Equity Shares of Re.1/- each to 583,964,550 Equity Shares of Re.1/- each. The earnings per share has been adjusted for bonus issue for previous periods presented in accordance with Accounting Standard 20, Earning per share.
- 8 The Company has allotted 855,000 equity shares of Re.1/- each on January 19, 2016 and 350,036 equity shares of Re.1/- each on March 09, 2016 to the employees under Employee Stock Option Plan 2006. Consequent to the allotment the paid up share capital of the Company has increased to 585,169,586 equity shares of Re.1/each.
- 9 During the quarter (i) Actavis France SAS, a step down subsidiary has been merged with Arrow Generiques SAS, France, another step down subsidiary retrospectively from 1st April, 2015. (ii) Milpharm Limited, a stepdown subsidiary was acquired by Agile Pharma B.V., another step down subsidiary from Helix Healthcare B.V., a Subsidiary of the Company. (iii) Aurobindo Pharma (Singapore) Pte Limited a stepdown subsidiary was liquidated w.e.f December 31, 2015.
- 10 The figures of the quarter ended March 31, 2016, March 31, 2015 and December 31, 2015 are not subject to an audit/limited review.
- 11 We declare that the Audit Report on the above financial results are with unmodified opinion.
- 12 The Board has approved fourth interim dividend @70% i.e. Rs.0.70 per equity share of Rs.1/- for the year 2015-16. This is in addition to interim dividend @ 50%, 60% and 70% on equity share capital of Company i.e. Rs. 0.50, Rs. 0.60 and Rs.0.70 per share paid in September, 2015, November, 2015 and March, 2016 respectively for the year 2015-16. The Board of Directors does not recommend any further dividend for the year 2015-16.
- 13 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 :May 30 , 2016

www.aurobindo.com

N.Govindarajan Managing Director



### Rs. In lakhs

### **Statement of Assets and Liabilities**

	Statement of Assets and Liabilities		Consolidated			
		As At	As At			
	Particulars		31.03.2016	31.03.2015		
			Audited	Audited		
Α	EQUITY AND LIABILITIES		Addited	Addited		
	EQUIT AND EIABIETTES					
	1 Shareholders' funds					
	(a) Share capital		5,852	2,920		
	(b) Reserves and surplus		699,821	512,670		
	(b) Reserves and surplus	Sub-total - Shareholders' funds	705,673	515,590		
		Sub-total - Shareholders Tunds	703,073	313,330		
	2 Minority interest		5,955	2,582		
	Z Willioney interest		3,333	2,302		
	3 Non-current liabilities					
	(a) Long-term borrowings		84,720	136,147		
	(b) Deferred tax liabilities (net)		23,645	21,054		
	(c) Long-term provisions		2,354	2,435		
	(c) Long term provisions	Sub-total - Non-current liabilities	110,719	159,636		
		Sub total Non current habilities	110,713	133,030		
	4 Current liabilities					
	(a) Short-term borrowings		322,902	250,208		
	(b) Trade payables		252,677	205,112		
	(c) Other current liabilities		153,737	136,496		
	(d) Short-term provisions		18,272	21,824		
	(a) short term provisions	Sub-total - Current liabilities	747,588	613,640		
		oud total current nationals	7 17,500	013,010		
		TOTAL- EQUITY AND LIABILITIES	1,569,935	1,291,448		
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В	ASSETS					
	1 Non-current assets					
	(a) Fixed assets		517,485	406,126		
	(b) Goodwill on consolidation		8,869	6,401		
	(c) Non-current investments		14	14		
	(d) Deferred tax assets (net)		9	475		
	(e) Long-term loans and advances		40,101	45,527		
	(f) Other non-current assets		3,310	3,025		
	[ ]	Sub-total - Non-current assets	569,788	461,568		
			, -	,		
	2 Current assets					
	(a) Current investments		2	1,965		
	(b) Inventories		408,810	361,130		
	(c) Trade receivables		417,192	353,917		
	(d) Cash and cash equivalents		83,439	46,911		
	(e) Short-term loans and advances		64,538	56,842		
	(f) Other current assets		26,166	9,115		
		Sub-total - Current assets	1,000,147	829,880		
				,		
		TOTAL - ASSETS	1,569,935	1,291,448		
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# **AUROBINDO PHARMA LIMITED**

(CIN:L24239TG1986PLC015190)

PAN No. AABCA7366H