



## Press Release

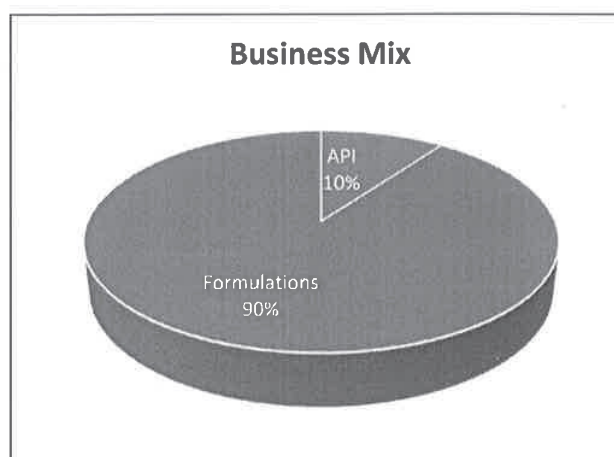
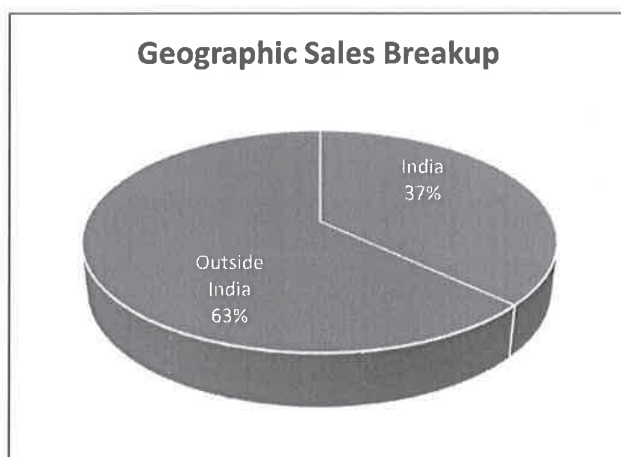
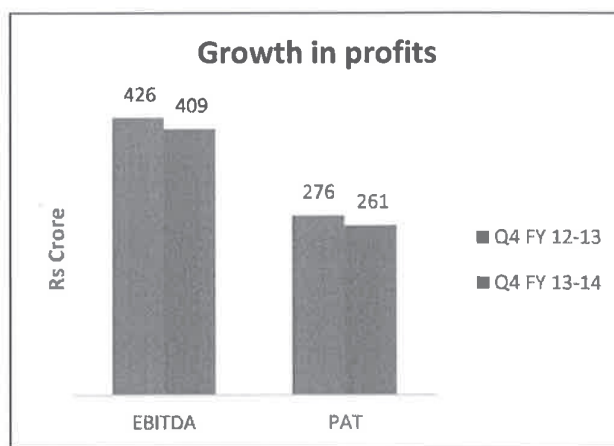
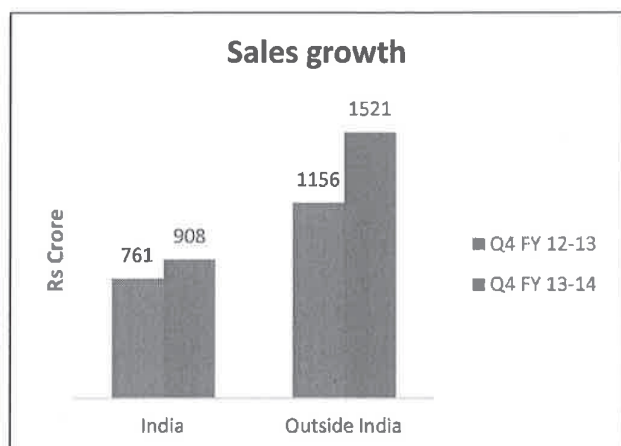
### Cipla announces Q4 FY1314 Audited Consolidated Financial Results

**Mumbai, India, 29th May 2014:** Cipla Limited (BSE: 500087, NSE: CIPLA) today announced its Audited Consolidated Financial Results for the quarter ended March 31, 2014 (Q4).

#### **Key Financial & Performance Highlights Q4 FY1314 vis-a-vis Q4 FY1213:**

(Current year figures include the relevant results of Cipla's subsidiaries from the date they became subsidiary of the company and therefore the corresponding figures for the previous period are not comparable).

- Income from operations grew by 27% to ₹2520 cr, up from ₹1979 cr
- Sales grew by 27% to ₹2429 cr, up from ₹1917 cr
- EBITDA was lower by 4% at ₹409 cr, down from ₹426 cr
- Profit after tax was lower by 6% at ₹261 cr, down from ₹276 cr



### **Profit & Loss Highlights:**

- Material cost is at 41.3% of net sales in Q4 FY1314 as compared to 37.0% in Q4 FY1213.
- EBIDTA decreased by 3.9% and is at 16.2% of income from operations during Q4 FY1314.
- Profit after tax decreased by 5.7% to ₹261 cr during Q4 FY1314 as compared to ₹276 cr during Q4 FY1213.

### **Performance Review:**

#### ***Domestic business:***

- Domestic sales grew by 19.3% to ₹908 cr during Q4 FY1314, up from ₹761 cr during Q4 FY1213
- The growth in domestic sales was largely on account of growth in respiratory, anti-infective and cardiac therapies.

#### ***International business:***

- Exports of formulations grew by 30% to ₹1282 cr during Q4 FY1314, up from ₹981 cr during Q4 FY1213.
- Exports of APIs grew by 36.7% to ₹239 cr during Q4 FY1314, from ₹175 cr during Q4 FY1213.
- The growth in export revenues was primarily due to growth in anti-retroviral, anti-asthma and anti-allergic segments

### **About Cipla:**

Cipla is a global pharmaceutical company which uses cutting edge technology and innovation to meet the everyday needs of all patients. For more than 70 years, Cipla has emerged as one of the most respected pharmaceutical names in India as well as across more than 170 countries. Our portfolio includes 2000 products in 65 therapeutic categories with one quality standard globally. Cipla's turnover in 2012/13 was 1.5 billion USD.

Whilst delivering a long-term sustainable business, Cipla recognises its duty to provide affordable medicines. Cipla's emphasis on access for patients was recognized globally for the pioneering role played in HIV/AIDS treatment as the first pharmaceutical company to provide a triple combination anti-retroviral (ARV) in Africa at less than one dollar a day and thereby treating many millions of patients since 2001.

Cipla's research and development focuses on developing innovative products and drug delivery systems and has given India and the world many 'firsts' for instance Triomune. In a tightly regulated environment, the company's manufacturing facilities have approvals from all the main regulators including USFDA, UKMHRA, WHO, MCC, ANVISA, and PMDA which means the company provides one universal standard of quality both domestically and internationally.

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