

# RANBAXY

Trusted medicines. Healthier lives

CORPORATE OFFICE: PLOT NO. 90, SECTOR-32, GURGAON-122001 (HARYANA), INDIA  
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## PRESS RELEASE

### Ranbaxy Q2FY 2015 Sales Rs.32,180Mn. H1 FY2015 Sales Rs.55,902Mn

**Gurgaon, India, October 28, 2014:** The Board of Directors of Ranbaxy Laboratories Limited (RLL, NSE: RANBAXY, BSE: 500359), at their meeting held today, took on record the unaudited results for the Quarter and Half Yearended September 30, 2014 ("Q2'15" and "H1'15" respectively) under Indian GAAP.

#### Key Financial Highlights

##### Consolidated Financial Performance for the quarter ended September 30, 2014 (Q2'15)

- **Sales** were Rs.32,180Mn [Jul'13-Sep'13: Sales Rs.27,502Mn]. Sales were higher primarily due to exclusivity sales of Valsartan in the US during the quarter.
- **Earnings before Interest, Tax, Depreciation & Amortization (EBITDA)** was Rs.8,071Mn. Base business margins in line with the corresponding quarter last year.

##### Consolidated Financial Performance for YTD ended September 30, 2014 (H1'15)

- **Sales** were Rs.55,902Mn [Apr'13-Sep'13: Sales Rs.53,341Mn].
- **Earnings before Interest, Tax, Depreciation & Amortization (EBITDA)** was Rs.10,450Mn.

Net profit after tax, minority interest and share in loss of associate was Rs.4,778 Mn during the quarter.

**Commenting on the business results for the quarter, Arun Sawhney, CEO & Managing Director, Ranbaxy, said,** "During the quarter, growth in base business was driven by India and Western Europe. In the US, we successfully launched Valsartan with 180 days exclusivity. Our focus continues to be on creating brands and providing differentiated products as future growth drivers".

#### Key Highlights/ Developments

##### Business

- On July 7, 2014, the Company launched Valsartan 40 mg, 80 mg, 160 mg, and 320 mg tablets on an exclusive basis. Valsartan is indicated for the treatment of high blood pressure and heart failure.
- The India business recorded 12% growth in line with the Indian Pharma Market (IPM) growth. The Company expects to continue the momentum in the months ahead.
- Ranbaxy's market share for Absorica™, isotretinoin NDA in the USA was ~20%. (End of Sep'14: Source IMS)

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## Regulatory, Research & Development and Manufacturing

- On July 24, 2014, the company signed a licensing agreement with Cipher Pharmaceuticals Inc. to exclusively market, sell and distribute Cipher's isotretinoin capsules in Brazil
- On October 1, 2014, Ranbaxy announced the launch of Absorica™ (isotretinoin) 25 mg and 35 mg capsules into the U.S. healthcare market.
- The court convened meeting of equity shareholders of the company approved the Scheme of Arrangement inter-alia providing merger of Ranbaxy Laboratories Ltd. with Sun Pharmaceutical Industries Ltd. with requisite majority.

## Global Sales

- Consolidated sales for the Quarter were Rs.32,180Mn as compared to Rs.27,502Mn in the corresponding quarter. Sales were primarily driven by exclusivity sales of Valsartan in US, strong growth of business in Western Europe and India
  - Branded and OTC category contributed Rs.13,908Mn accounting for 43% of total sales during the Quarter. Generics(incl. FTF) & others category recorded Rs.18,271 Mn of sales for the Company during the Quarter.
- **North America:** Sales for the Quarter were Rs.14,153Mn.
  - In the USA, sales for the Quarter were Rs.13,548Mn. Sales were higher in comparison to the corresponding quarter largely due to large contribution to sales from Valsartan in the current quarter.
- **India (including CHC):** In the domestic market, sales for the Quarter were Rs.6,438Mn, a growth of 12% over the corresponding quarter. India region witnessed growth of its prime segments within the Branded Business.
  - OTC business (Consumer Healthcare) contributed Rs.978Mn.
- **East Europe & CIS:** The region recorded sales of Rs.4,045Mn.
- **West Europe:** Sales for the Quarter were Rs.2,330Mn, a growth of 17% over the corresponding quarter. Growth was driven by strong performance in UK, Germany, Spain and North Europe.
- **Africa and Middle East:** Sales for the Quarter were Rs.2,365Mn, in line with the sales during the corresponding period.
- **Asia Pacific and LATAM** (including Sri Lanka): Sales for the Quarter were Rs.1,870Mn.
- **API business** and others had revenues of Rs.935Mn primarily impacted by supply issues at Toansa and Dewas.

## About Ranbaxy Laboratories Limited

Ranbaxy Laboratories Limited (RLL) is an integrated, research based, international pharmaceutical company producing a wide range of quality, affordable generic medicines, trusted by healthcare professionals and patients across geographies. Ranbaxy's continued focus on R&D has resulted in several approvals, in developed and emerging markets many of which incorporate proprietary Novel Drug Delivery Systems (NDDS) and technologies, developed at its own labs. The company

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has further strengthened its focus on generics research and is increasingly working on more complex and specialty areas. Ranbaxy serves its customers in over 150 countries and has an expanding international portfolio of affiliates, joint ventures and alliances, ground operations in 43 countries and manufacturing operations in 8 countries. Ranbaxy is a member of the Daiichi Sankyo Group. Through strategic in-licensing opportunities and its hybrid business model with Daiichi Sankyo, a leading global pharma innovator headquartered in Tokyo, Japan, Ranbaxy is introducing many innovator products in markets around the world, where it has a strong presence. This is in line with the company's commitment to increase penetration and improve access to medicines, across the globe. For more information, please visit [www.ranbaxy.com](http://www.ranbaxy.com).

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