



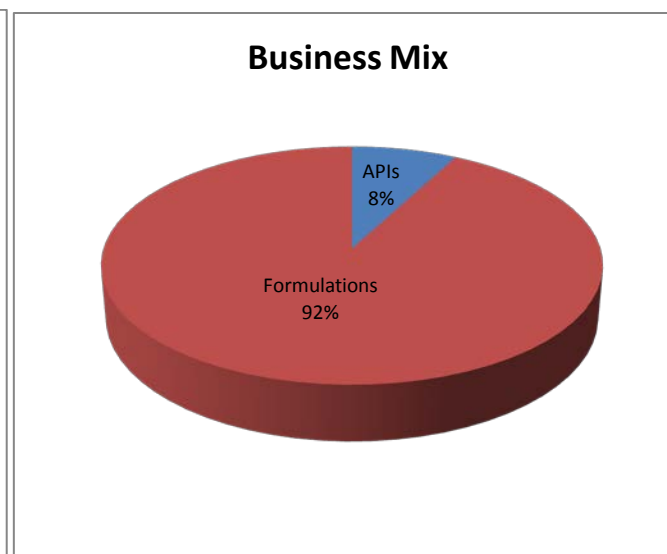
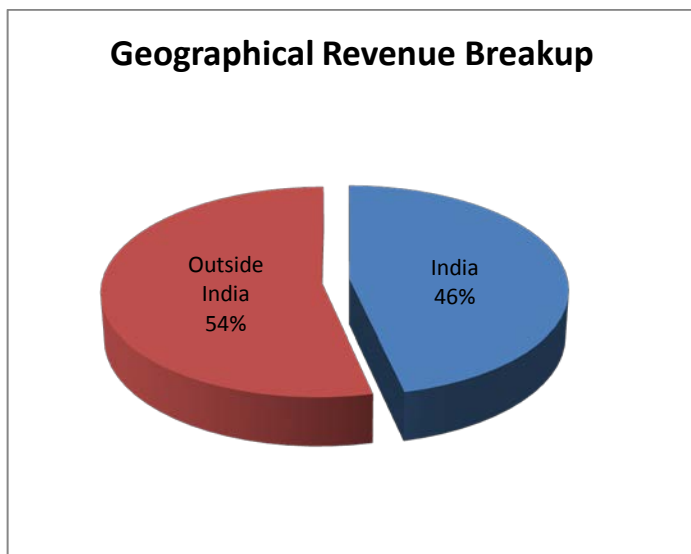
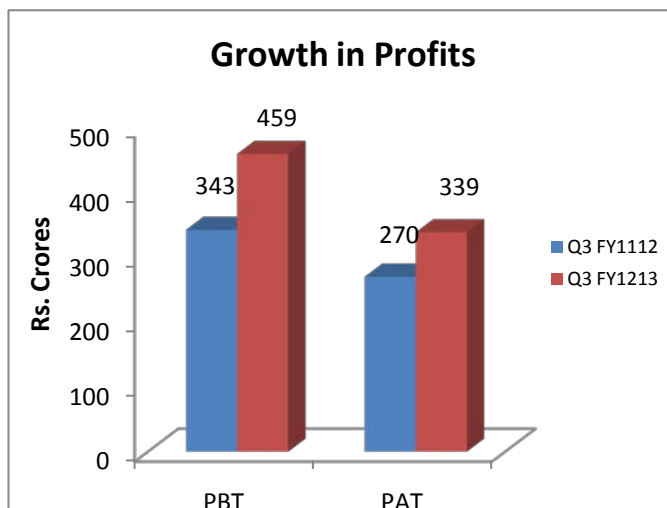
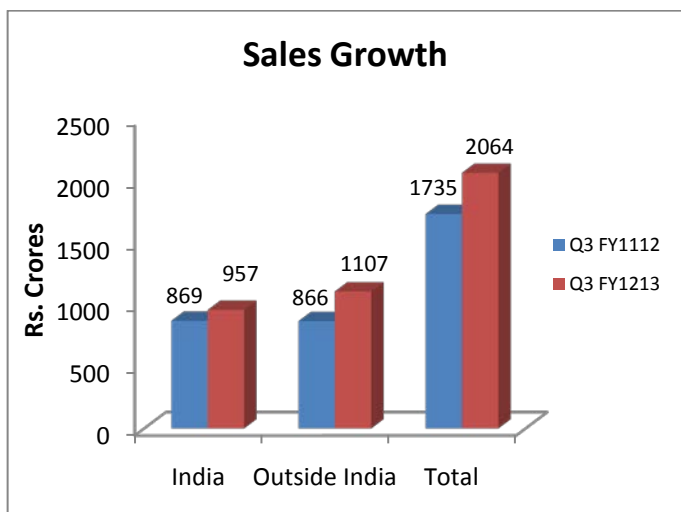
**Press Release**

**Cipla announces Q3 FY 1213 Unaudited Financial Results**

**Mumbai, India, 6th February 2013:** Cipla Limited (BSE: 500087, NSE : CIPLA) today announced its Unaudited Financial Results for the quarter ended December 31, 2012 (Q3).

**Key Financial & Performance Highlights Q3 FY1213 vis-a-vis Q3 FY1112:**

- Gross revenues grew by 18.0% to Rs. 2103 cr, up from Rs. 1783 cr in Q3 FY1112
- Operating margins grew by 25.4% to Rs. 493 cr, up from Rs. 393 cr in Q3 FY1112
- Profit after tax grew by 25.5% to Rs. 339 cr, up from Rs. 270 cr in Q3 FY1112



## **Profit & Loss Highlights:**

- Material cost at 38.6% of Total Sales decreased by 2.6% during Q3 FY1213 as compared to Q3 FY1112.
- Operating margins increased by 25.4% and is at 23.4% of Income from Operations during Q3 FY1213 as compared to 22.0% during Q3 FY1112.
- Profit after tax increased by 25.5% to Rs. 339 cr during Q3 FY1213 as compared to Rs. 270 cr during Q3 FY1112.

## **Performance Review:**

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

- Domestic revenues grew by 10.2% to Rs.957 cr during Q3 FY1213, up from Rs. 869 cr during Q3 FY1112.
- The growth in domestic revenues was largely on account of growth in anti-asthma, anti-biotics and cardiovascular therapy segments.

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

- Exports of formulations grew by 38.0% to Rs. 969 cr during Q3 FY1213, up from Rs. 702 cr during Q3 FY1112.
- Exports of APIs fell by 16.0% to Rs. 137 cr during Q3 FY1213, from Rs. 164 cr during Q3 FY1112.
- The growth in export revenues was primarily due to growth in anti-depressants, anti-malarials, anti-retroviral and anti-asthma segments.

## **About Cipla:**

Cipla laid foundations for the Indian pharmaceutical industry back in 1935 with the vision to make India self-reliant in healthcare. Over the years Cipla has emerged as one of the most respected names not just in India but worldwide. Its state of the art R&D centre has given the country and the world many firsts. This includes the revolutionary AIDS cocktail for less than a dollar a day. With over 34 manufacturing units across the country, Cipla manufactures over 2000 products in 65 therapies.

With a turnover of over US \$ 1.4 billion, Cipla serves doctors and patients in over 170 countries. It has earned a name for maintaining one global standard across all its products and services. Cipla continues to support, improve and save millions of lives with its high-quality drugs and innovative devices. ([www.cipla.com](http://www.cipla.com)).

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