



Press Release

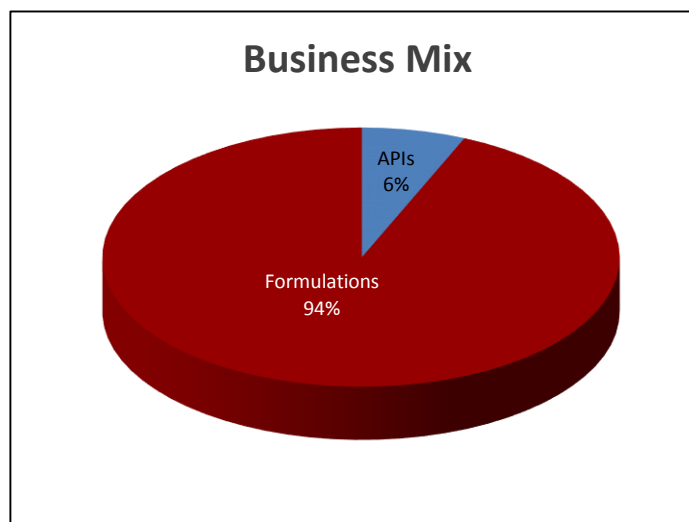
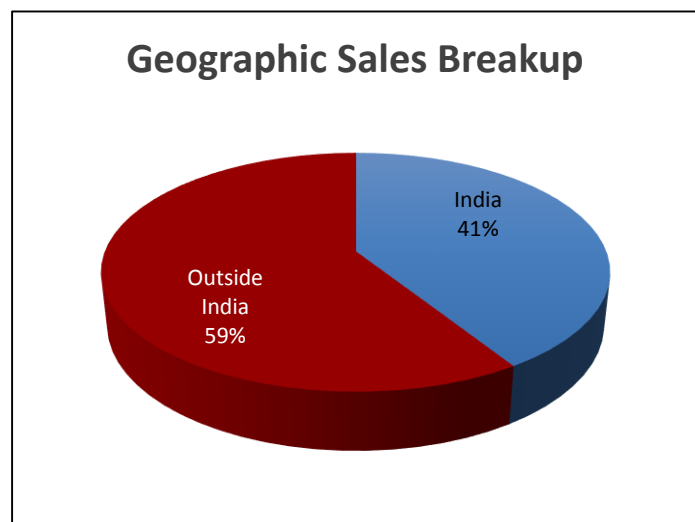
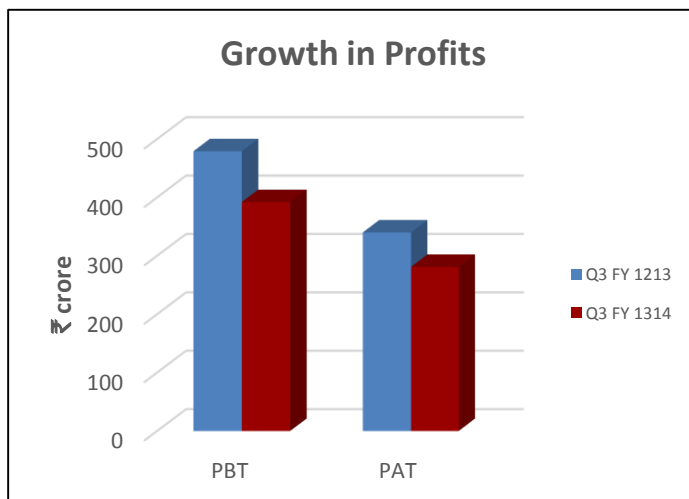
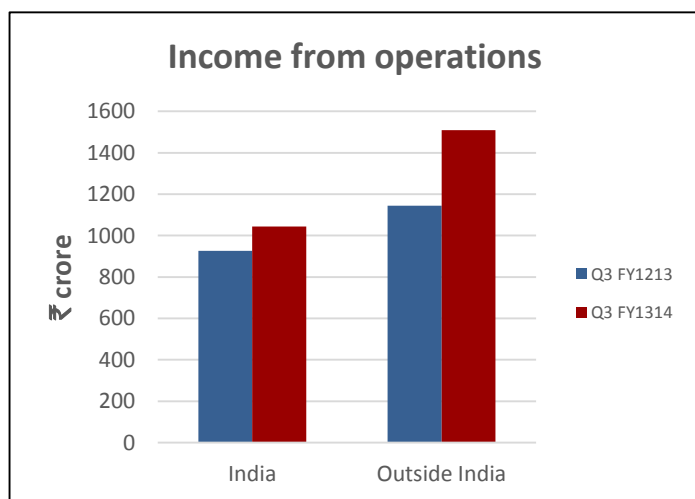
Cipla announces Q3 FY1314 Unaudited Consolidated Financial Results

Mumbai, India, 12th February 2014: Cipla Limited (BSE: 500087, NSE: CIPLA) today announced its Unaudited Consolidated Financial Results for the quarter ended December 31, 2013 (Q3).

Key Financial & Performance Highlights Q3 FY1314 vis-a-vis Q3 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 22% to ₹2581 cr, up from ₹2111 cr
- EBITDA was lower by 10% at ₹467 cr, down from ₹521 cr
- Profit after tax was lower by 17% at ₹284 cr, down from ₹340 cr



Profit & Loss Highlights:

- Material cost is at 39.1% of net sales in Q3 FY1314 as compared to 37.8% in Q3 FY1213.
- EBIDTA decreased by 10.2% and is at 18.1% of income from operations during Q3 FY1314.
- Profit after tax decreased by 16.5% to ₹284 cr during Q3 FY1314 as compared to ₹340 cr during Q3 FY1213.

Performance Review:

Domestic business:

- Domestic revenues grew by 12.6% to ₹1044 cr during Q3 FY1314, up from ₹927 cr during Q3 FY1213
- The growth in domestic revenues was largely on account of growth in respiratory, anti-infectives and cardiology

International business:

- Exports of formulations grew by 34.4% to ₹1352 cr during Q3 FY1314, up from ₹1006 cr during Q3 FY1213. Previous year's results include one-time profit share revenues from Escitalopram through our US partner.
- Exports of APIs grew by 14.0% to ₹157 cr during Q3 FY1314, from ₹137 cr during Q3 FY1213.
- The growth in export revenues was primarily due to growth in anti-retroviral, anti-cancer, anti-allergic and anti-biotic 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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