

**UNAUDITED FINANCIAL RESULTS
FOR THE QUARTER ENDED 31st DECEMBER, 2011**

(Rupees in crores)

Particulars	Unaudited					Audited
	Quarter Ended			Nine Months Ended		Year Ended
	31.12.2011	30.09.2011	31.12.2010	31.12.2011	31.12.2010	31.03.2011
1. a) Gross Sales	1734.50	1758.09	1515.75	5066.40	4545.37	6183.87
Less: Excise Duty	23.03	26.26	14.39	72.77	36.75	48.71
Net Sales	1711.47	1731.83	1501.36	4993.63	4508.62	6135.16
b) Other Operating Income	46.53	46.19	55.71	133.81	148.84	207.00
Total Operating Income (a+b)	1758.00	1778.02	1557.07	5127.44	4657.46	6342.16
2. Expenditure						
a) (Increase)/decrease in Stock-in-trade and work in progress	(31.26)	18.85	(66.35)	(33.63)	(5.77)	(125.74)
b) Consumption of Materials	611.01	559.36	574.26	1711.41	1635.14	2343.15
c) Purchase of Traded Goods	135.53	133.44	187.93	417.38	485.40	671.13
d) Employee Cost	187.47	187.49	135.09	546.19	410.23	540.33
e) Depreciation	75.74	65.62	65.25	211.61	183.98	248.03
f) Other Expenditure	463.80	441.27	407.96	1287.49	1097.12	1600.45
g) Total	1442.29	1406.03	1304.14	4140.45	3806.10	5277.35
3. Profit (+)/Loss (-) from Operations before Other Income and Interest (1-2)	315.71	371.99	252.93	986.99	851.36	1064.81
4. Other Income	30.16	24.31	25.69	79.32	59.08	91.72
5. Profit (+)/Loss (-) before Interest (3+4)	345.87	396.30	278.62	1066.31	910.44	1156.53
6. Interest	3.24	2.38	2.93	9.87	3.32	5.14
7. Profit (+)/Loss (-) before Tax (5-6)	342.63	393.92	275.69	1056.44	907.12	1151.39
8. *Tax Expense	72.72	84.95	43.00	224.22	154.00	191.00
9. Net Profit (+)/Loss (-) after Tax (7-8)	269.91	308.97	232.69	832.22	753.12	960.39
10. Paid-up Equity Share Capital (Face Value Rs.2/- per share)	160.58	160.58	160.58	160.58	160.58	160.58
11. Reserves excluding Revaluation Reserves as per Balance Sheet of previous Accounting Year						6443.40
12. Basic and Diluted Earnings per Share (Rs.) ** Not Annualised	**3.37	**3.85	**2.90	**10.37	**9.38	11.96
13. Public Shareholding						
- Number of Shares	506720722	506208722	502598674	506720722	502598674	503606049
- Percentage of Shareholding	63.11	63.05	62.60	63.11	62.60	62.72
14. Promoters and Promoter Group Shareholding						
a) Pledged/Encumbered						
- Number of Shares	NIL	NIL	NIL	NIL	NIL	NIL
- Percentage of shares (as a % of the total shareholding of promoter and promoter group)	NIL	NIL	NIL	NIL	NIL	NIL
- Percentage of shares (as a % of the total share capital of the Company)	NIL	NIL	NIL	NIL	NIL	NIL
b) Non-Encumbered						
- Number of Shares	295485978	295485978	295485978	295485978	295485978	295485978
- Percentage of shares (as a % of the total shareholding of promoter and promoter group)	100.00	100.00	100.00	100.00	100.00	100.00
- Percentage of shares (as a % of the total share capital of the Company)	36.80	36.80	36.80	36.80	36.80	36.80

Notes:

- The Company is essentially in the pharmaceutical business segment.
- No investor grievances were pending at the beginning of the quarter. During the quarter ended 31st December, 2011, fourteen investor grievances were received. As of 31st December, 2011 all grievances have been suitably replied to.
- In 2003, the Company received notice of demand from the National Pharmaceutical Pricing Authority, Government of India on account of alleged overcharging in respect of certain drugs under the Drug Price Control Order. This was contested before the jurisdictional High Courts wherein it was held in favour of the Company. The orders were challenged before the Hon'ble Supreme Court by the Government. The Hon'ble Supreme Court by separate orders restored the matter to the jurisdictional High Court for interpreting the Drug Policy on the basis of directions and principles laid down by them and also restrained the Government from taking any coercive action against the Company. The Company has been legally advised that on the basis of these orders there is no probability of demand crystallising. Hence no provision is considered necessary in respect of notice of demand aggregating to Rs.1230.28 crores (inclusive of interest) for the period July 1995 to April 2009.
- The figures of the previous year have been regrouped/recast to render them comparable with the figures of the current year.
- *Tax expense is inclusive of current tax, deferred tax and Minimum Alternate Tax (MAT) credit.
- The results for the quarter ended 31st December, 2011 have been subjected to Limited Review by the Statutory Auditors, reviewed by the Audit Committee and approved by the Board of Directors at its meeting held on 13th February, 2012.

By order of the Board
For **CIPLA LIMITED**

	Quarter Ended			Nine Months Ended		
	31/12/2011	31/12/2010	% change	31/12/2011	31/12/2010	% change
Domestic	868.68	733.97	18.4%	2459.33	2165.53	13.6%
Exports - Formulations	702.17	643.18	9.2%	2112.62	1932.81	9.3%
APIs & others	163.65	138.60	18.1%	494.45	447.03	10.6%
Total Exports	865.82	781.78	10.7%	2607.07	2379.84	9.5%
% of exports to total sales	49.9%	51.6%		51.5%	52.4%	
Total Sales	1734.50	1515.75	14.4%	5066.40	4545.37	11.5%
Other operating income						
Technology knowhow/fees	7.83	15.14		25.43	42.99	
Others	38.70	40.57		108.38	105.85	
Total	46.53	55.71	-16.5%	133.81	148.84	-10.1%
Income from Operations	1781.03	1571.46	13.3%	5200.21	4694.21	10.8%
Material Cost	715.28	695.84		2095.16	2114.77	
% to total sales	41.2%	45.9%		41.4%	46.5%	
Operating margin	391.45	318.18	23.0%	1198.60	1035.34	15.8%
% to income from operations	22.0%	20.2%		23.0%	22.1%	
Profit before tax	342.63	275.69	24.3%	1056.44	907.12	16.5%
% to income from operations	19.2%	17.5%		20.3%	19.3%	
Profit after tax	269.91	232.69	16.0%	832.22	753.12	10.5%
% to income from operations	15.2%	14.8%		16.0%	16.0%	

During the quarter, the company posted a growth of more than 13% in income from operations. Domestic sales grew by more than 18% and export sales grew by about 11% for the quarter. Operating margins and profits after tax have increased by about 23% and 16% respectively on a year-on-year basis.

Material cost has decreased by about 4.7% on a year-on-year basis mainly on account of rationalization of product mix and markets. While such measures would result in increased margins, there could be an adverse effect on revenues in the short term.

The increase in staff cost (Rs. 52 cr) is due to annual increments as well as increase in manpower and is in line with the previous quarter. Other expenditure has increased by about Rs. 56 cr mainly due to increase in selling expenses, professional fees and factory expenditure such as repairs & maintenance, power & fuel, etc. The increase in selling expenses is in line with the increase in turnover. Tax for the current quarter has increased mainly due to expiry of tax benefits on EOUs.