



Ranbaxy Laboratories Limited

FINANCIAL RESULTS:
July – September 2011 (Q3)
YTD September 30, 2011 (YTD)

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2

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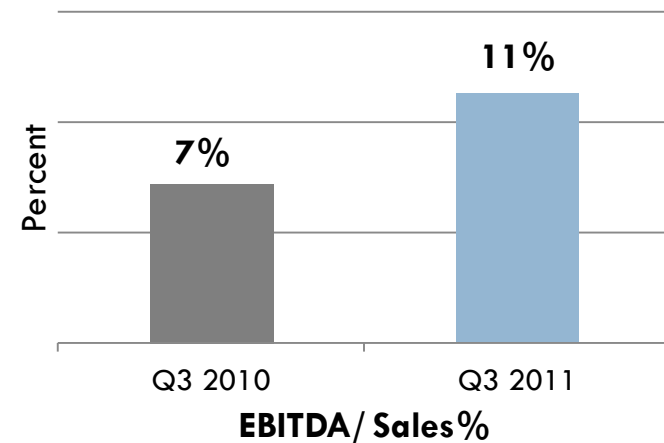
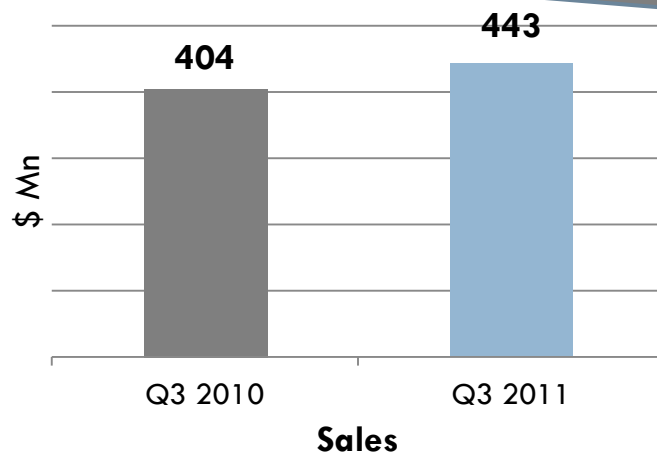
Key Achievements for Quarter 3, 2011

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3

Financial

- Strong overall business performance
 - Q3 2011 and corresponding quarter have nil FTF impact
- Healthy improvement in EBITDA margins on base business



Key Achievements for Quarter 3, 2011

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4

Business

- Emerging market sales \$262 Mn
 - Growth 11%; 64% of DF sales
- Developed market sales \$145 Mn
 - 36% of DF sales

- India: Strong CHC performance; Industry-wide slow down impacts Acute growth

- Africa: Region growth resilient; while South Africa tender sales impacted by donation stocks

- Europe: Branded Generics markets, (including Romania and SCE) and France performed well

- USA: Base business continued to be strong

Manufacturing

- Remain positive about Ranbaxy 's preparedness for audit by regulators
- Trace & Track for export packaging, Government regulation: compliant with tertiary packing requirements, initiated work on the challenging part of secondary packing

Research & Development

- Further improvement in filings and approvals
 - DF filings: 55; DF approvals: 32
- Anti-malarial drug by end-2011

Synergy with Daiichi Sankyo

- Front end:
 - Ranbaxy to extend DS product reach to pharmacists in Italy
 - Expand business in Mexico
- Back end etc.:
 - Multiple opportunities pursued in manufacturing, cost reduction etc.
- Ongoing:
 - DS and Ranbaxy work on joint social contribution initiatives in India and some African countries
 - Successful launch of innovator products, R&D collaboration, cost efficiencies

Regulatory

- Continue to co-operate and negotiate with the USFDA/ DOJ for a comprehensive resolution
- Over 10 country regulatory approvals received

Derivatives Position

- Exposure of \$1.7Bn in 2007. Down to ~\$703 Mn in Q3 2011
- Expire by 2015-16

Debt Position

- Total Debt ~\$630 Mn; Net Debt \$265 Mn

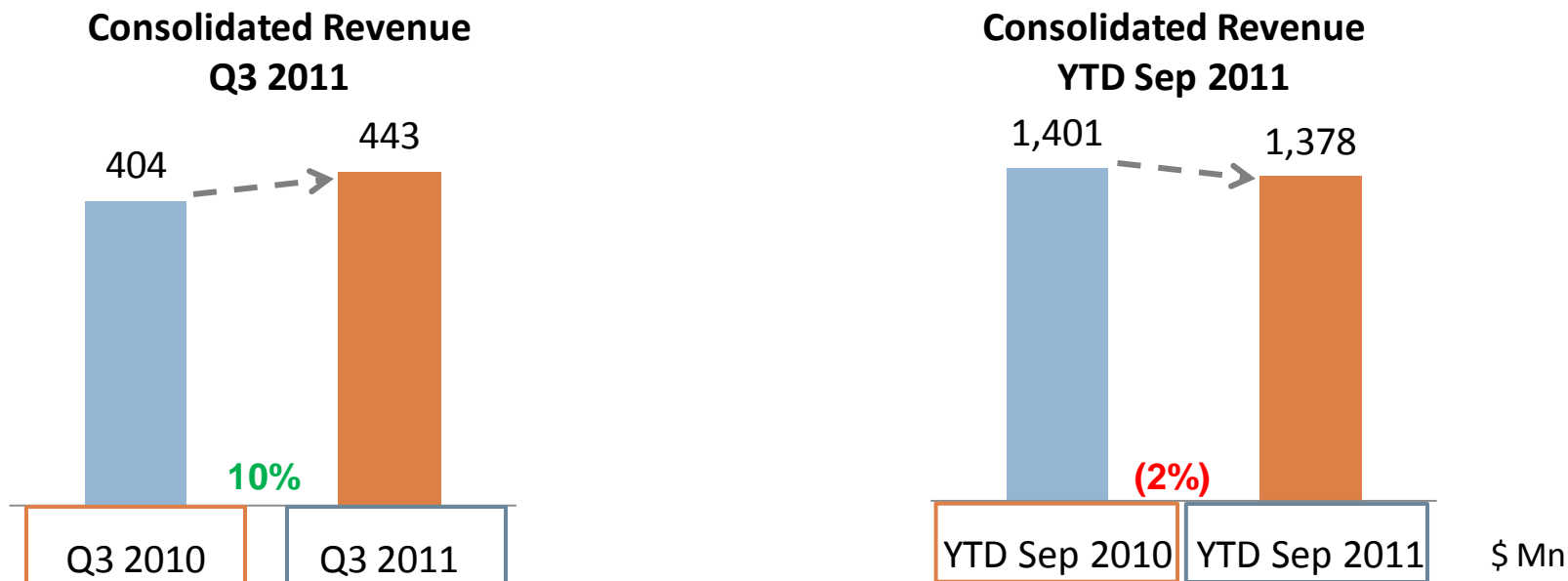


Financial Performance

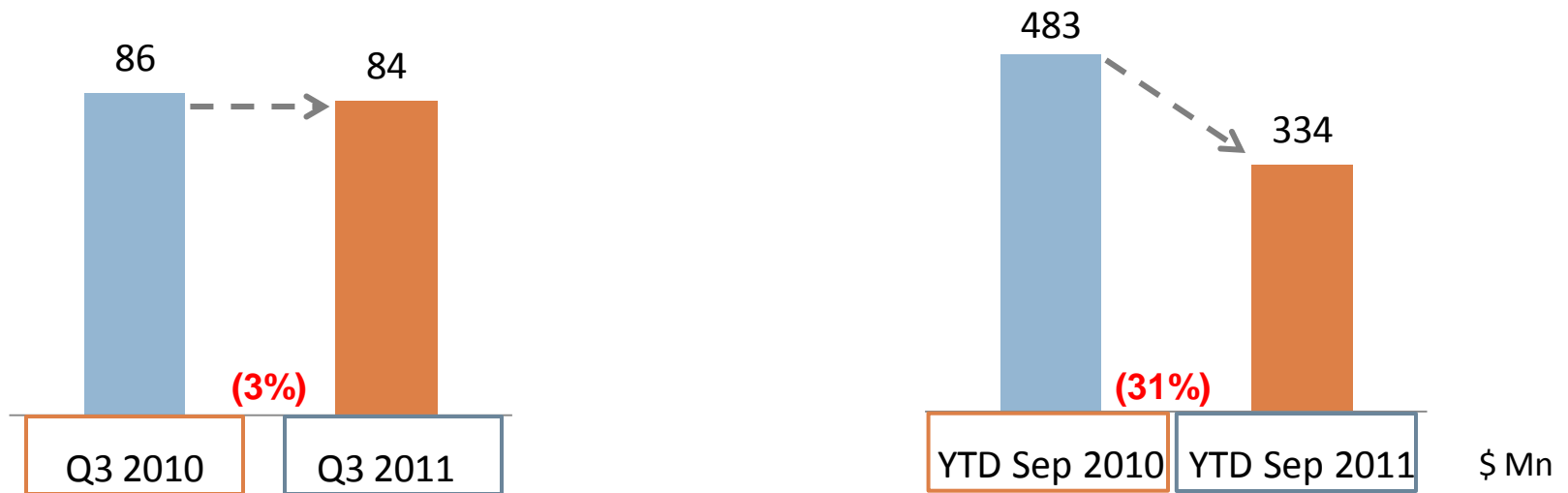
Sales Performance

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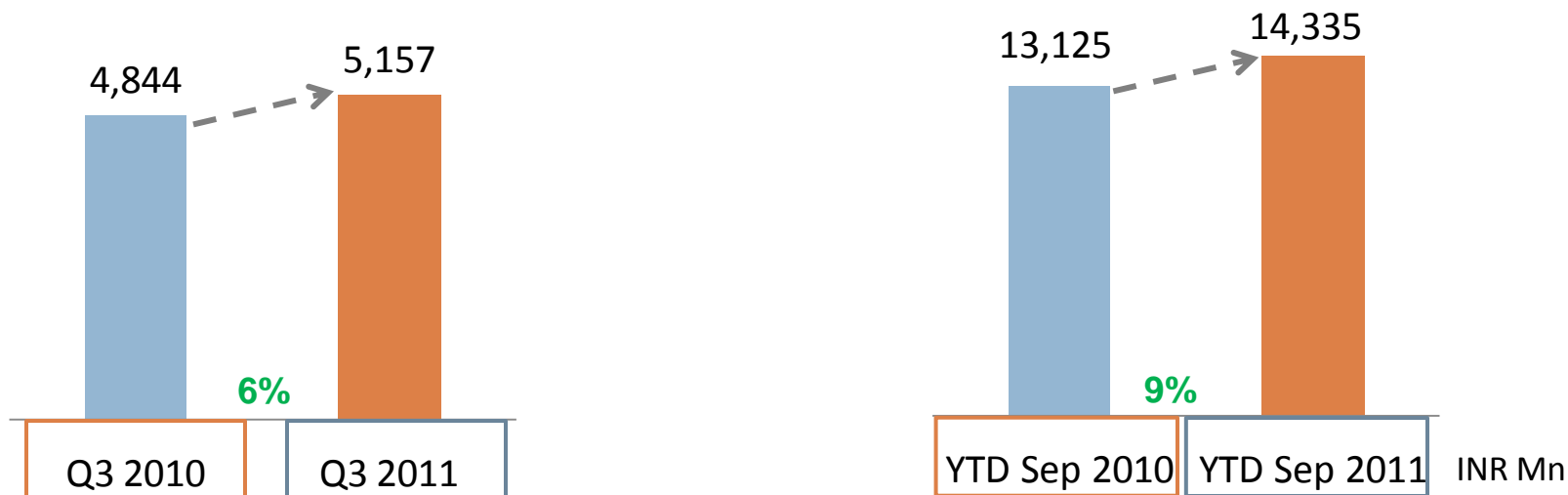
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- Base business growth momentum continues with >10% growth on Quarter and YTD basis
- All growth in Q3 2011 attributable to base business; no exclusivities. YTD 2011 lower than YTD 2010 due to varying levels of FTF contributions to the business



- Healthy base business sales in the USA
- Q3 2010 sales higher due to higher post exclusivity contribution of FTF owing to limited price erosion
- YTD Sep 2010 sales higher than YTD Sep 2011 due to relative FTF contributions

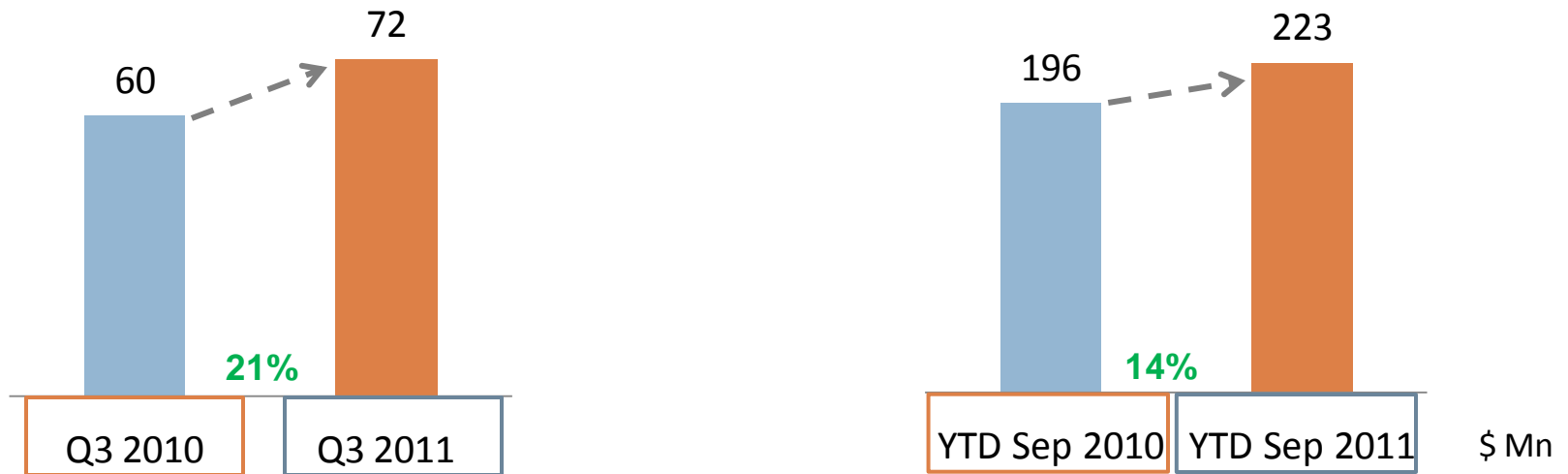


- India market continued despite industry-wide slow down in Anti-infectives
- Strong CHC performance; launch of 'Volini Duo', India's first approved two in one pain killer

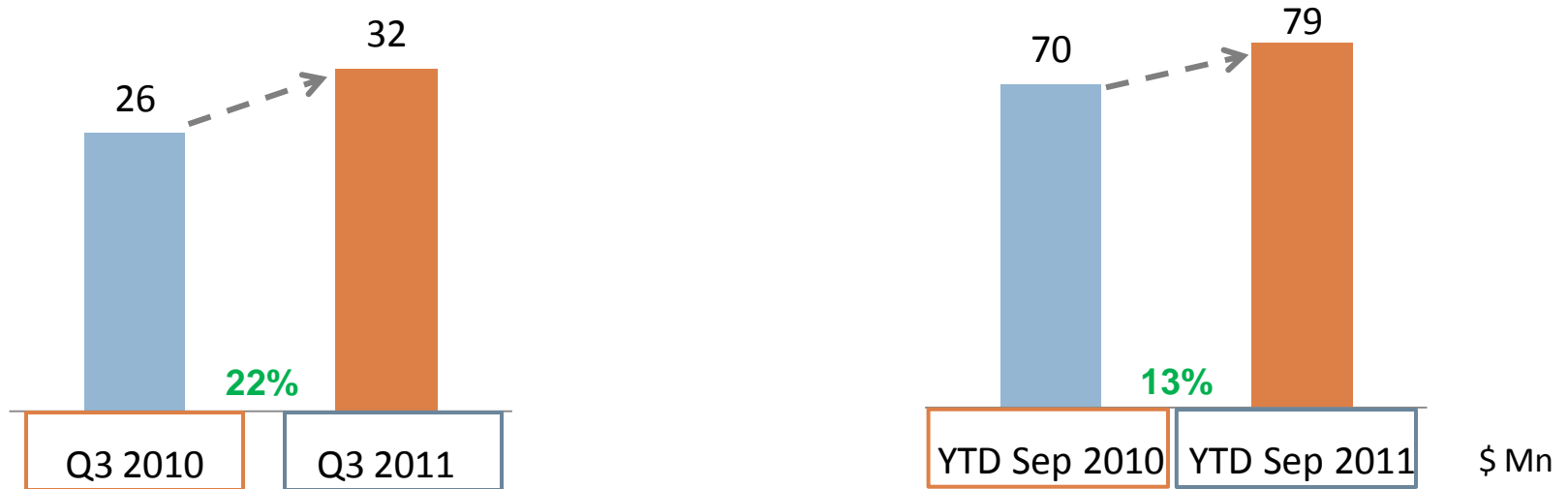
Europe

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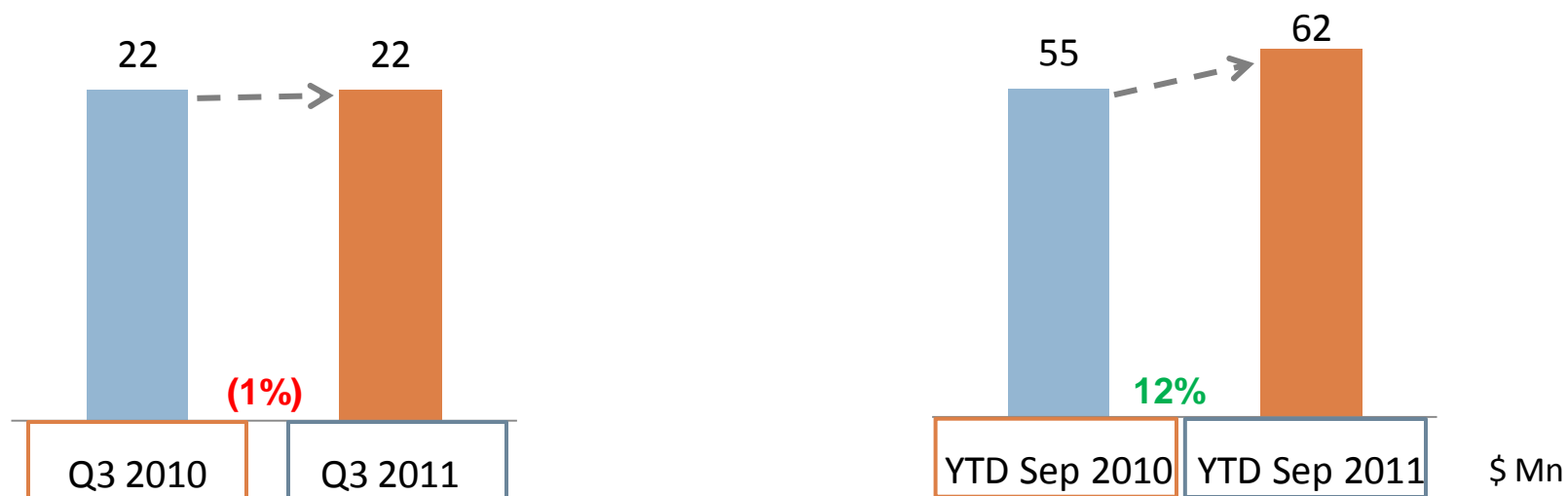
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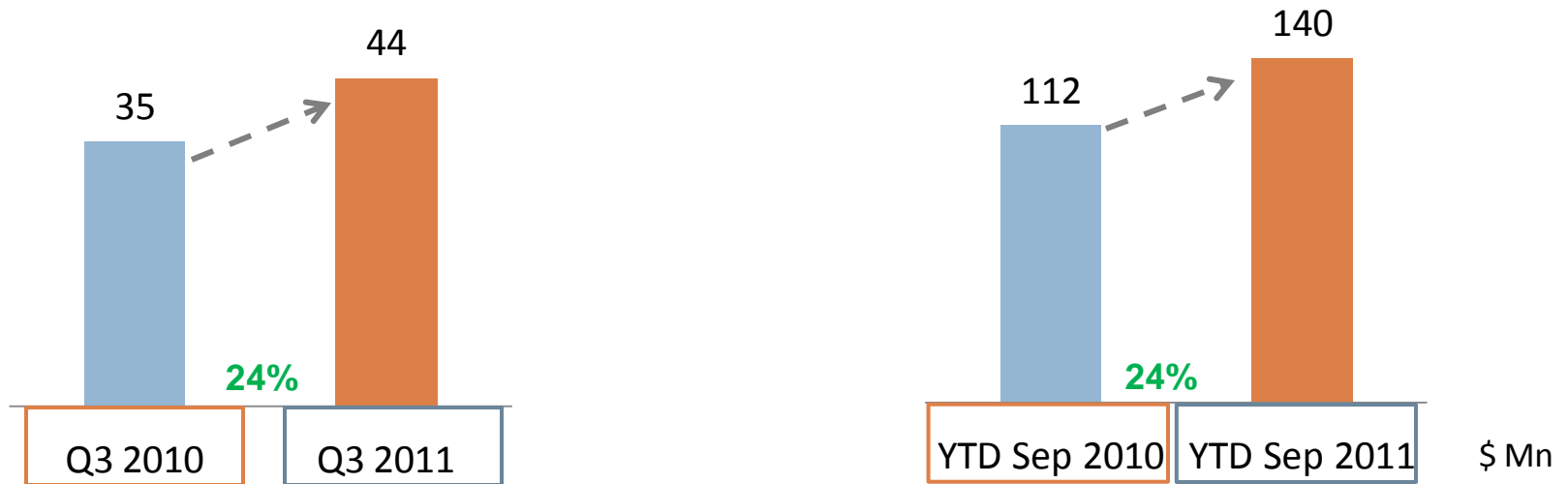
- Sales growth in major branded generics markets including Romania; Day 1 launches helped the business
- France business continued to improve; Ranbaxy and DS will work together in Italy
- Concerns on Macro-economic indicators continue



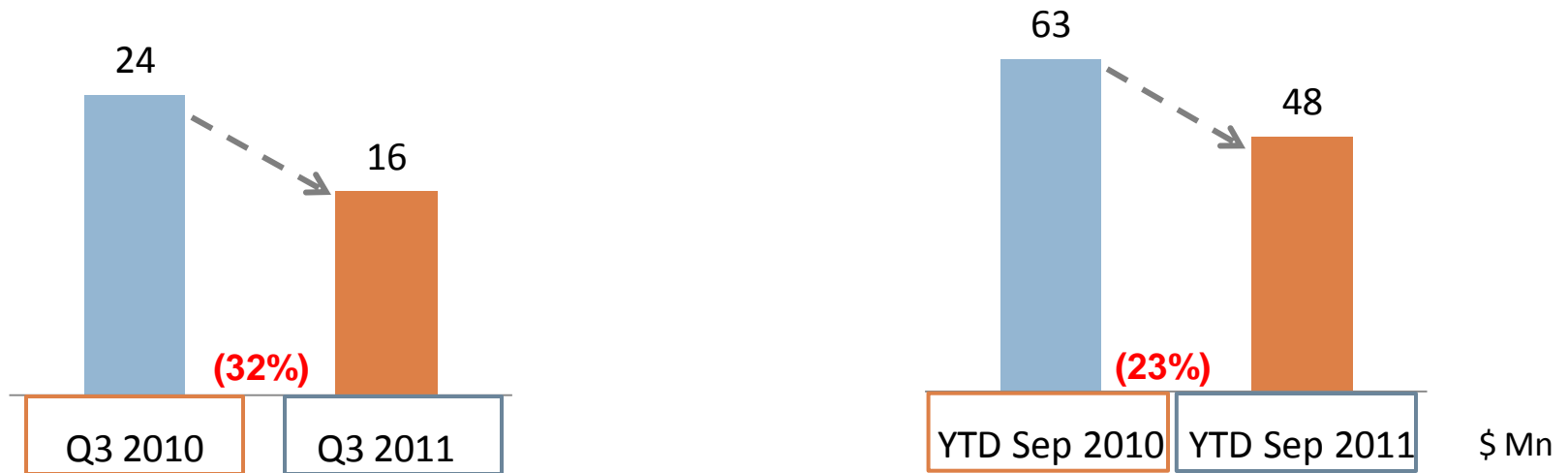
- Ranbaxy continued to be ranked number 1 in its represented market in Russia and Ukraine
- Macro-issues yet to evolve in the CIS



- APAC market led by growth in Malaysia and ANZ



- Strong sales growth in the region
 - Tender sales in South Africa impacted adversely due to donation stocks from the United Nations



- LATAM sales lower due to some product supply concerns in the region
- DS and Ranbaxy exploring synergy opportunities for working together in the market

Financials Q3 2011: \$

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| Q3'10 | Q3'11 | Particulars in \$ Mn | YTD Sept'10 | YTD Sept'11 |
|------------|--------------|--|--------------|--------------|
| 404 | 443 | Sales | 1,401 | 1,378 |
| 1 | 1 | Less: Excise duty | 2 | 3 |
| 404 | 442 | Net sales | 1,398 | 1,375 |
| 11 | 16 | Other operating income | 83 | 33 |
| 414 | 458 | Total Operating Income | 1,481 | 1,408 |
| 166 | 185 | Total Consumption | 495 | 533 |
| 3 | (13) | Operating Forex expense/ (gain) | 12 | (26) |
| 79 | 89 | Employee cost | 243 | 275 |
| 137 | 146 | Other Operating expenses | 383 | 432 |
| 385 | 407 | Total other expenditure | 1,132 | 1,214 |
| 29 | 51 | EBITDA | 349 | 193 |
| 21 | 17 | Depreciation and amortization | 58 | 50 |
| 18 | 6 | Interest (Cost)/Income & Other Income | 34 | 24 |
| (24) | 55 | Foreign exchange (gain)/ loss on loans | (27) | 65 |
| 49 | (16) | Profit/(loss) from ordinary activities before tax | 351 | 103 |
| | | Exceptional Items | | |
| -6 | 8 | Exceptional Items (Profit on sale of investments) | 39 | 8 |
| 33 | (89) | Forex (loss)/ gain on foreign currency option derivatives | 66 | (63) |
| 76 | (96) | Net EBT | 456 | 48 |
| 67 | (102) | Net profit/ (loss) from ordinary activities after tax | 349 | 21 |
| 17% | (23%) | PAT% | 25% | 2% |
| 66 | (103) | Net profit/ (loss) from ordinary activities after tax and minority interest & Share in (loss)/ profit of associates | 346 | 18 |
| 16% | (23%) | PAT% (after minority interest & Share in (loss)/ profit of associates) | 25% | 1% |

Operational Performance (excluding Forex and Excep items)

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18

| Q3'10 | Q3'11 | Particulars in \$ Mn | YTD Sept'10 | YTD Sept'11 |
|------------|-------------|--|-------------|-------------|
| 404 | 443 | Sales | 1401 | 1378 |
| 29 | 51 | EBITDA | 349 | 193 |
| 7% | 11% | <i>% to Sales</i> | 25% | 14% |
| 76 | (96) | EBT | 456 | 48 |
| 19% | -22% | <i>% to Sales</i> | 33% | 3% |
| 29 | 51 | EBITDA | 349 | 193 |
| (3) | 13 | Forex Gain/(Loss) | (12) | 26 |
| 32 | 38 | Operational EBITDA | 360 | 168 |
| 8% | 9% | <i>% to Sales</i> | 26% | 12% |
| 76 | (96) | EBT | 456 | 48 |
| 24 | (55) | Forex Gain/(Loss) on FC Borrowings | 27 | (65) |
| 33 | (89) | Other Forex Gain/(Loss) (incl. Derivatives) | 66 | (63) |
| 7 | 8 | Exceptional Item | 52 | 8 |
| (3) | 13 | Operational Fx | (12) | 26 |
| (13) | - | - Provision for diminution in the value of investment in associates | (13) | - |
| 29 | 27 | Operational EBT | 336 | 142 |
| 7% | 6% | <i>% to Sales</i> | 24% | 10% |

Financials Q3 2011: INR

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19

| Q3'10 | Q3'11 | Particulars in Rs. Mn | YTD Sept'10 | YTD Sept'11 |
|---------------|----------------|--|---------------|---------------|
| 18,809 | 20,280 | Sales | 64,600 | 62,336 |
| 34 | 52 | Less : Excise duty | 110 | 138 |
| 18,775 | 20,228 | Net sales | 64,490 | 62,198 |
| 509 | 728 | Other operating income | 3,831 | 1,493 |
| 19,284 | 20,955 | Total Operating Income | 68,320 | 63,691 |
| 7,718 | 8,446 | Total Consumption | 22,820 | 24,136 |
| 143 | (591) | Operating Forex expense/ (gain) | 534 | (1,162) |
| 3,661 | 4,080 | Employee cost | 11,225 | 12,439 |
| 6,375 | 6,688 | Other Operating expenses | 17,655 | 19,527 |
| 17,897 | 18,623 | Total other expenditure | 52,233 | 54,940 |
| 1,386 | 2,332 | EBITDA | 16,087 | 8,751 |
| 987 | 788 | Depreciation and amortization | 2,687 | 2,259 |
| 822 | 276 | Interest (Cost)/Income & Other Income | 1,556 | 1,082 |
| (1,097) | 2510 | Foreign exchange (gain)/ loss on loans | (1,237) | 2,920 |
| 2,319 | (690) | Profit/(loss) from ordinary activities before tax | 16,192 | 4,655 |
| | | Exceptional Items | | |
| (251) | 378 | Exceptional Items (Profit on sale of investments) | 1,813 | 378 |
| 1,508 | (4002) | Forex (loss)/ gain on foreign currency option derivatives | 3,043 | (2,864) |
| 3,576 | -4313 | Net EBT | 21,049 | 2,169 |
| 3,128 | (4569) | Net profit/ (loss) from ordinary activities after tax | 16,079 | 946 |
| 17% | (23%) | PAT% | 25% | 2% |
| 3,079 | (4,646) | Net profit/ (loss) from ordinary activities after tax and minority interest & Share in (loss)/ profit of associates | 15,942 | 830 |
| 16% | (23%) | PAT% (after minority interest & Share in (loss)/ profit of associates) | 25% | 1% |



Questions & Answers
