

PRESS RELEASE

Ranbaxy Q2 FY 2015 Sales Rs.32,180 Mn. H1 FY2015 Sales Rs.55,902 Mn

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 Year ended 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.32,180 Mn [Jul'13-Sep'13: Sales Rs.27,502 Mn]. 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.8,071 Mn. 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.55,902 Mn [Apr'13-Sep'13: Sales Rs.53,341 Mn].
- **Earnings before Interest, Tax, Depreciation & Amortization (EBITDA)** was Rs.10,450 Mn.

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)

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.32,180 Mn as compared to Rs.27,502 Mn 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.13,908 Mn 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.14,153 Mn.
 - In the USA, sales for the Quarter were Rs.13,548 Mn. 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.6,438 Mn, 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.978 Mn.
- **East Europe & CIS:** The region recorded sales of Rs.4,045 Mn.
- **West Europe:** Sales for the Quarter were Rs.2,330 Mn, 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.2,365 Mn, in line with the sales during the corresponding period.
- **Asia Pacific and LATAM** (including Sri Lanka): Sales for the Quarter were Rs.1,870 Mn.
- **API business** and others had revenues of Rs.935 Mn primarily impacted by supply issues at Toansa and Dewas.