

# **RANBAXY DELIVERS STRONG OVERALL BUSINESS PERFORMANCE; IMPROVEMENT IN BASE BUSINESS SALES AND MARGINS**

[Nov 08, 2012:](#)

**Q3 CY 2012 Sales Rs.26,514 Mn (\$480 Mn), EBITDA Rs.4,179 Mn (\$76 Mn)**

EBITDA margin 16%; Sales growth of 31%

**YTD Sep 2012 Sales Rs.95,209 Mn (\$1,803 Mn), EBITDA Rs.17,699 Mn (\$341 Mn)**

EBITDA margin 19%; Sales growth of 53%

**Gurgaon, India, November 08, 2012**

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 YTD ended September 30, 2012 ("Q3'12" and "YTD Sep'12", respectively) under Indian GAAP.

## **Key Financial Highlights**

Financial Performance for the quarter ended September 30, 2012 (Q3'12)

- Consolidated sales were ₹26,514 Mn (\$480 Mn) [Q3'11: Sales ₹20,232 Mn (\$442 Mn)]. Sales growth of 31% over the corresponding quarter.
- Earnings before Interest, Tax, Depreciation & Amortization (EBITDA) was 16% of Sales at ₹4,179 Mn (\$76 Mn) [Q3'11: EBITDA ₹1,324 Mn (\$29 Mn)].
- Profit After Tax (PAT) was ₹7,542 Mn (\$137 Mn) [Q3'11: Loss of ₹4,646 Mn (\$103 Mn)]
- Base business profitability, excluding forex gain continued to improve.

Profitability below the EBITDA line in the Quarter was favourably impacted largely by mark-to-market (MTM) gain on long dated derivatives contracts and foreign currency loans owing to a stronger rupee; the impact was adverse in Q3, 2011.

**Financial Performance for YTD ended September 30, 2012 (YTD Sep'12)**

- Consolidated sales were ₹95,209 Mn (\$1,803 Mn) [YTD Sep'11: Sales ₹62,180 Mn (\$1,374 Mn)] Sales growth of 53% over the corresponding period.
- Earnings before Interest, Tax, Depreciation & Amortization (EBITDA) was 19% of Sales at ₹17,699 Mn (\$341 Mn) [YTD Sep'11: EBITDA ₹8,057 Mn (\$178 Mn)].
- Profit After Tax (PAT) was ₹14,152 Mn (\$ 276 Mn) [YTD Sep'11: ₹830 Mn (\$19 Mn)]

**Commenting on the business results for the quarter, Mr. Arun Sawhney, CEO & Managing Director, Ranbaxy, said, “Ranbaxy’s business performance continued to strengthen as planned even in a volatile regulatory and business environment as our focus on key markets, improvement in manufacturing, R&D productivity and heightened level of cost consciousness helped our strong performance. We are confident that these measures will help further strengthen our base business.”**

## **Key Highlights/Developments**

### Business Highlights Q3, 2012

- The Company maintained leadership in Atorvastatin and Atorvastatin + Amlodipine post exclusivity in May 2012.
- Ranbaxy launched Pioglitazone Hydrochloride as an authorised generic (Actos®; Innovator: Takeda). Brand sales \$2.7 Bn in the USA (IMS MAT June 2012).
- Ranbaxy launched authorised generic Cevimeline Hydrochloride 30 mg capsules in the USA market. Cevimeline Hydrochloride is sold under the brand name Evoxac®.
- Sales in India grew faster than the growth in the Indian Pharmaceuticals Market, during the Quarter.

### Regulatory, Research & Development and Manufacturing

- During the Quarter, 14 regulatory agencies from across the globe including the USA, European Union, Africa agencies etc., inspected Ranbaxy’s facilities, in various locations across the world, including India.
- Progress on the implementation of the Consent Decree has been as per plan.
- The Company made 31 Dosage Form (DF) filings and received 43 approvals. For Active Pharmaceutical Ingredients (APIs), Ranbaxy made 12 Drug Master File (DMF) submissions during the Quarter.
- Received approval to set up a Greenfield manufacturing facility by the government of Malaysia. On completion, this facility will triple the existing manufacturing capacity in the focus market for Ranbaxy

## **Global Sales**

Consolidated sales for the Quarter were ₹26,514 Mn (\$480 Mn) as compared to ₹20,232 Mn (\$442 Mn) in the corresponding quarter, of the previous year. Emerging markets contributed \$233 Mn, accounting for ~49% of total sales. Developed markets recorded \$216 Mn of sales and contributed 45% to total sales for the Company. API and others accounted for the rest of the revenue for Q3’12.

- **North America:** Sales were \$167 Mn (₹ 9,199 Mn), growth of over 60% on constant forex over Q3, 2011. USA recorded total sales of \$152 Mn (₹ 8,403 Mn) in the Quarter; base business sales continued to be healthy.

- **India (including Sri Lanka and Ranbaxy Consumer Healthcare):** In the home market, Ranbaxy sales were ₹5,829 Mn (~\$106 Mn), up 13% from the corresponding quarter. The IPM slowed down to ~10% growth levels during the Quarter.
  - OTC business (Ranbaxy Consumer Healthcare) contributed ₹1,049 Mn (~\$19 Mn), while the acute part of business was impacted by industry-wide slow-down in the anti-infective space.
- **East Europe & CIS:** The region recorded sales of \$58 Mn (₹ 3,215 Mn). Romania and Russia sales grew on constant forex basis.
- **West Europe:** Sales in the region were \$44 Mn (₹ 2,439 Mn), a growth of 30% over Q3, 2011. Sales grew in the UK, Germany and Italy.
- **Africa:** Sales in the region were \$37 Mn (₹ 2,033 Mn), a decline of (6%). The Company entered into an in-licensing agreement with Gilead Sciences to promote access to high quality, low cost generic versions of Gilead's HIV medicines.
- **Asia Pacific (including Middle East):** The region recorded sales of \$24 Mn (₹ 1,342 Mn). Sales in **LATAM** were ~\$12 Mn (₹ 669 Mn).
- **API business** and others had revenues of \$32 Mn (₹ 1,789 Mn).

Note: All sales growth numbers calculated on constant currency, i.e. excluding currency volatility, unless mentioned otherwise.

Ranbaxy Laboratories Limited, India's largest pharmaceutical company, is an integrated, research based, international pharmaceutical company producing a wide range of quality, affordable generic medicines, trusted by healthcare professionals and patients across geographies. Ranbaxy's continued focus on R&D has resulted in several approvals, in developed and emerging markets many of which incorporate proprietary Novel Drug Delivery Systems (NDDS) and technologies, developed at its own labs. The company has further strengthened its focus on generics research and is increasingly working on more complex and specialty areas. Ranbaxy serves its customers in over 125 countries and has an expanding international portfolio of affiliates, joint ventures and alliances, ground operations in 43 countries and manufacturing operations in 8 countries. Ranbaxy is a member of the Daiichi Sankyo Group. Through strategic in-licensing opportunities and its hybrid business model with Daiichi Sankyo, a leading global pharma innovator headquartered in Tokyo, Japan, Ranbaxy is introducing many innovator products in markets around the world, where it has a strong presence. This is in line with the company's commitment to increase penetration and improve access to medicines, across the globe. For more information, please visit [www.ranbaxy.com](http://www.ranbaxy.com).