

**FOR IMMEDIATE RELEASE**

## **Sun Pharma reports Q2FY17 results**

*Gross Sales at Rs. 7,764 crores, up 13%*

*Net Profit at Rs. 2,235 crores, up 117%*

Mumbai, November 10, 2016: Sun Pharmaceutical Industries Ltd. (Reuters: SUN.BO, Bloomberg: SUNP IN, NSE: SUNPHARMA, BSE: 524715) reported financials for the second quarter & first half ending September 30<sup>th</sup>, 2016.

### **Highlights of Q2FY17 consolidated financials\*\***

- Sales / Income from operations at Rs. 7,764 crores, a growth of 13% over same quarter last year.
- India sales at Rs.2,009 crores, up by 11% over Q2 last year.
- US finished dosage sales at US\$ 555 million up by 9% over Q2 last year. US sales include the benefit of the 180-day exclusivity for Imatinib which lasted till July-2016.
- Emerging Markets sales at US\$ 170 million up by 22% over Q2 last year.
- Rest of World sales at US\$ 79 million, growth of 3% over Q2 last year.
- R&D investments at Rs. 570 crores (7.3% of sales) compared to Rs. 498 crores (7.3% of sales) for Q2FY16.
- EBITDA at Rs. 2,666 crores, resulting EBITDA margin of 34.3%.
- Other operating income for the quarter at Rs. 501 crores which includes US\$ 45 million of milestone payment from Almirall S.A (Spain) as part of the licensing agreement for the development and commercialization of Tildrakizumab for psoriasis in Europe.
- Net profit for the quarter was at Rs. 2,235 crores up by 117%, resulting Net profit margin of 29%.

### **Highlights of H1FY17 consolidated financials\*\***

- Sales / Income from operations at Rs. 15,771 crores, a growth of 18% over same period last year.
- India sales at Rs. 3,863 crores, up by 9% over H1 last year.
- US finished dosage sales at US\$ 1,163 million up by 17% over H1 last year. US sales include the benefit of the 180-day exclusivity for Imatinib which commenced from 01-Feb-2016.
- Emerging Markets sales at US\$ 325 million up by 19% over H1 last year.
- Rest of World sales at US\$ 163 million, de-growth by 3% over same period last year.
- EBITDA at Rs. 5,351 crores, resulting EBITDA margin of 34%.
- Net profit for the H1FY17 was at Rs. 4,269 crores, resulting Net profit margin of 27%. Net profit grew by 169% over H1 last year. Net profit for H1FY16 was adversely impacted by one-time items as well as exceptional charges of Rs. 685 crores.

These results were taken on record by the Board of Directors at a meeting held in Mumbai today.

Dilip Shanghvi, Managing Director of the Company said, "The synergies from the Ranbaxy acquisition are gaining momentum and we are on track to achieve the targeted benefits. These synergies will continue to help in funding our emerging specialty businesses. Post the close of the quarter, we further strengthened our branded ophthalmic pipeline through the acquisition of Ocular Technologies. We were also very happy to announce the detailed results for Tildrakizumab Phase-3 trials which validate the potential of this product for psoriasis treatment."

*\*\* The Company has adopted Indian Accounting Standards (Ind AS) from 01-April-2016 and hence the financials have been prepared according to Ind AS. To facilitate a like-to-like comparison, the financials for the previous quarter ended September 2015 (i.e. Q2FY16) and H1FY16 have been restated as per Ind AS. As per requirements of Ind AS, sales are now reported on gross basis and hence margins are also calculated on gross sales.*

## **India Business – Market Leadership**

Sale of branded formulations in India for Q2FY17 was Rs. 2,009 crores, up 11% and accounting for 26% of total sales. For the first half, sales were at Rs. 3,863 crores, higher by 9% over same period last year. Sun Pharma is ranked No. 1 and holds approximately 8.7% market share in the Rs. 100,000 crore pharmaceutical market as per September-2016 AIOCD-AWACS report.

As per latest SMSRC report, Sun Pharma is ranked no. 1 based on share of prescriptions with 12 classes of doctors. For Q2FY17, the company launched 8 new products in the Indian market.

## **US Formulations**

Sales in the US were US\$ 555 million for the quarter, a growth of 9% over same period last year and accounted for 48% of total sales. For first half sales were US\$ 1,163 million recording a growth of 17%. Sales for the first half were boosted primarily due to the benefit of the 180-day exclusivity for Imatinib which commenced from 01-Feb-2016.

At the same time, Taro posted Q2 FY17 sales of US\$ 229 million, up 8% over Q2 last year. For the first half, sales were US\$ 463 million, up 8% over first half last year. Taro's net profit for Q2 was US\$ 124 million, down by 7% over Q2 last year. Net profit for H1FY16 was at US\$ 234 million, down by 1% over first half last year.

## **Emerging Markets**

Our sales in emerging markets were at US\$ 170 million for Q2; growth of 22% compared to the same quarter last year and accounted for 15% of total sales. For the first half, sales were US\$ 325 million, up by 19% over first half last year. The growth is broad-based amongst emerging markets.

## **Rest of World Markets**

Formulation sales in Rest of World (ROW) markets excluding US and Emerging Markets were US\$ 79 million in Q2FY17, a growth of 3% from the corresponding quarter last year. For the first half, sales were US\$ 163 million, down by 3% over first half last year, impacted by supply constraints. ROW markets accounted for approximately 7% of revenues for Q2FY17.

## **Active Pharmaceutical Ingredients (API): Strategic strength**

Benefits from vertical integration impart strategic importance to our API business. We continue to increase the API supply for captive consumption for key products. For Q2FY17, external sales of API were at Rs. 367 crores, up by 17% over Q2 last year. For the first half, API sales were up by 43% to Rs. 837 crores, partly driven by the consolidation of the Australian Opiates business.

## **Research – Investing for future**

Consolidated R&D expense for Q2FY17 was Rs. 570 crores, or 7.3% of sales compared to Rs. 498 crores or 7.3% of sales for Q2 last year. For first half, R&D expenses were Rs. 1,101 crores or 7% of sales. This R&D expenditure includes investments on account of funding the clinical development of our specialty pipeline.

We have a comprehensive product offering in the US market consisting of approved ANDAs for 423 products while filings for 144 ANDAs await US FDA approval, including 13 tentative approvals. For the quarter, 3 ANDAs were filed and 6 approvals were received. Additionally, the pipeline includes 37 approved NDAs while 4 NDAs await US FDA approval, of which 2 NDAs were filed in H1FY17.

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**Earnings Call** (06.30 pm IST, November 10, 2016)

The Company will host an earnings call at 06.30 pm IST on November 10, 2016, where senior management will discuss the Company's performance and answer questions from participants. This call will be accessible through an audio dial-in and a web-cast.

*Audio conference* Participants can dial-in on the numbers below  
Primary number: +91 22 3960 0899  
Secondary number: +91 22 6746 8324  
*Playback of call: +91 22 3065 2322 & +91 22 6181 3322, Conference ID: 61080*

*Web-cast* More details will be provided through our website, [www.sunpharma.com](http://www.sunpharma.com)

To participate in the audio call, please dial the numbers provided above five to ten minutes ahead of the scheduled start time. The operator will provide instructions on asking questions before the call. The transcript of the event will be available at [www.sunpharma.com](http://www.sunpharma.com). The playback will be available for a few days.

**About Sun Pharmaceutical Industries Ltd. (CIN - L24230GJ1993PLC019050):**

Sun Pharma is the world's fifth largest specialty generic pharmaceutical company and India's top pharmaceutical company. A vertically integrated business, economies of scale and an extremely skilled team enable us to deliver quality products in a timely manner at affordable prices. It provides high-quality, affordable medicines trusted by customers and patients in over 150 countries across the world. Sun Pharma's global presence is supported by 47 manufacturing facilities spread across 6 continents, R&D centres across the globe and a multi-cultural workforce comprising over 50 nationalities. The consolidated revenues for 12 months ending March 2016 are approximately US\$ 4.3 billion, of which US contributes US\$ 2.1 billion. In India, the company enjoys leadership across 12 different classes of doctors with 32 brands featuring amongst top 300 pharmaceutical brands in India. Its footprint across emerging markets covers over 100 markets and 6 markets in Western Europe. Its Global Consumer Healthcare business is ranked amongst Top 10 across 4 global markets. Its API business footprint is strengthened through 14 world class API manufacturing facilities across the globe. Sun Pharma fosters excellence through innovation supported by strong R&D capabilities comprising about 2,000 scientists and R&D investments of over 8% of annual revenues. For further information please visit [www.sunpharma.com](http://www.sunpharma.com) & follow us on Twitter @SunPharma\_Live

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