Press Release **For Immediate Dissemination**

Glenmark's consolidated revenue increased by 36% to Rs. 40,206.43 Mn in FY 11-12 & by 34% to Rs. 10,658.56 Mn in Q4 FY12

Consolidated Net Profit increased by 32.5 % in Q4 FY12 to Rs. 1503.53 Mn

- Generics business registered sales growth of 48 % in Q4 and 36% in FY 11-12
  - US Generics Business grew by 53% in Q4 and 45% in FY12
- Specialty formulations business grew by 28 % in Q4 and 38 % in the year
- India formulations business recorded a growth of 24% in Q4 and 19% in FY12

Mumbai, May 8, 2012: Glenmark Pharmaceuticals Limited (GPL), the research-led global integrated pharmaceutical company announced its full year results for the year ended March 31, 2012.

For the fourth quarter ended Mar 31, 2012, Glenmark's consolidated revenue was at Rs. 10,658.56 Mn [USD 209.63 Mn] as against Rs. 7950.77 Mn [USD 173.22 Mn], an increase of 34% . Revenue from the generics business was at Rs. 4685.03Mn (USD 92.20 Mn), as against Rs. 3163.02 Mn (USD 68.91 Mn), a growth of 48 %. The Speciality formulation business revenue was at Rs. 5943.75 Mn (USD 116.98 Mn) as against Rs. 4640.29 Mn (USD 101.10 Mn) for the corresponding previous quarter, registering growth of 28% .

For the year ended Mar 31, 2012 Glenmark's consolidated revenue was at Rs. 40,206.43 Mn [USD 831.47 Mn] as against Rs. 29,490.70 Mn [USD 642.50 Mn], an increase of 36 %. Revenue from the generics business was at Rs. 16,405.16 Mn (USD 338.04 Mn), as against Rs. 12,063.10 Mn (USD 262.81 Mn), a growth of 36 %. The Speciality formulation business revenue was at Rs. 23,327.66 Mn (USD 483.66 Mn) as against Rs. 16,858.15 (USD 367.28 Mn) for the corresponding previous period, registering growth of 38 % .

Consolidated Net Profit of the company for the quarter ended March 31, 2012 was Rs. 1503.53 Mn as compared to Rs. 1134.37 Mn, an increase of 32.5%. Net Profit for the financial year 2011-12 was Rs. 4603.46 Mn as compared to Rs. 4532.08 Mn for the previous corresponding year.

All our businesses registered strong growth for the year with the Specialty and Generics Business growing in excess of 30%.The US Generics Business continued its growth trajectory, recording 45% growth and received 14 ANDA approvals in FY 12. The India Formulations business registered a growth of 19 % for the year while continuing to gain market share in focus segments." ***said Glenn Saldanha, Chairman & MD, Glenmark Pharmaceuticals Limited.*** *"FY 2012 was a landmark year for our R & D business marked by the GBR 500, novel monoclonal antibody Outliecensing Deal with Sanofi. Besides, we have made significant progress in our R & D pipeline, which includes 6 NCE and NBE molecules in clinical trials."* ***he added***

Specialty Business:

Sales for the formulation business in India for the Fourth quarter ended Mar 31, 2012, increased to Rs. 2681.80 Mn [USD 52.55mn] as compared to Rs. 2159.54 Mn [USD 47.05 Mn] in the previous corresponding quarter, recording a growth of 24% .For the Fourth quarter, revenue from Africa, Asia and CIS region was Rs. 1828.04 Mn [USD 36.15 Mn] as against Rs. 1463.30 Mn [USD 31.88 Mn] for the previous corresponding quarter, recording an increase of 25 %. Glenmark's revenue from its Latin American and Caribbean operations was at Rs. 714.28 Mn [USD 13.92 Mn] for the fourth quarter ended Mar 31, 2012 as against Rs. 500.88 Mn [USD 10.91 Mn] a growth of 43 %. Glenmark Europe's operations revenue for the fourth quarter ended Mar 31, 2012 was at Rs. 719.63 Mn [USD 14.36 Mn] as compared to Rs. 516.57 Mn [USD 11.25 Mn] recording growth of 39 %

Generics Business:

Glenmark Generics Inc., U.S.A. registered revenue from sale of finished dosage fomulations of Rs. 3,434.52 mn (USD 67.55 Mn) for the fourth quarter of FY'12 against revenue of Rs.2242.87 Mn (USD 48.86 Mn), an increase of 53% in Rs. term over the corresponding quarter of the previous year.The European generics business posted revenues of Rs 363.86 Mn (USD 7.25 Mn) for the fourth quarter of FY'12 against revenue of Rs 134.44 Mn (USD 2.93 Mn), an increase of 171% in Rs. term over the corresponding quarter of the previous year. Revenue from sale of API to regulated and semi-regulated markets globally was Rs 850.05 Mn [USD 16.69 Mn] for Q4 FY12 against Rs. 618.22 Mn [USD 13.47 mn] for Q4 of the previous year, recording an increase of 37 % in Rs. term.

Glenmark Pharmaceuticals

Glenmark Pharmaceuticals Ltd. (GPL) is a research-driven, global, integrated pharmaceutical company headquartered at Mumbai, India. It is a leading player in the discovery of new molecules both NCEs (new chemical entity) and NBEs (new biological entity). Glenmark has several molecules in various stages of clinical development and is primarily focused in the areas of Inflammation [asthma/COPD, rheumatoid arthritis etc.] and Pain [neuropathic pain and inflammatory pain]. The company has a significant presence in branded generics markets across emerging economies including India. GPL along with its subsidiary has twelve manufacturing facilities in four countries and has five R&D centres. Its subsidiary, Glenmark Generics limited services the requirements of the US and the Western Europe Generics business. The API business sells its products in n approximately 80 countries, including the US, various countries in the EU, South America and India.

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For further information, please contact:
Jason D'souza/ Rajdeep Barooah / Tel: 91-22-40189919/40189984
email: corpcomm@glenmarkpharma.com