AUROBINDO

Date: August 9, 2018

| To | To |
|---|---|
| **NATIONAL STOCK EXCHANGE OF INDIA LIMITED**<br>Exchange Plaza,<br>Bandra Kurla Complex, Bandra (E),<br>**MUMBAI -400 051**<br><br>**Company Code No. AUROPHARMA** | **BSE LIMITED**<br>Phiroz Jeejeebhoy Towers,<br>25th floor, Dalal Street,<br>**MUMBAI -400 001**<br><br>**Company Code No. 524804** |

Dear Sirs,

**Sub: Press Release on Un-audited Financial Results for the first quarter ended 30th June, 2018**

We enclose copy of the Press Release issued by the Company on Un-audited Financial Results for the first quarter ended 30th June, 2018

Please take the information on record.

Thanking you,

Yours faithfully,
**For AUROBINDO PHARMA LIMITED**

**B. Adi Reddy**
**Company Secretary**

NEWS RELEASE

9th August 2018, Hyderabad, India

## Aurobindo Pharma Ltd Q1 FY18-19 Financial Results

### Consolidated financial results – Q1FY18-19

| Amount in INR Cr | Q1 FY18-19 | Q1 FY17-18 | % Chg | Q4 FY17-18 | % Chg |
|---|---|---|---|---|---|
| Revenue from operations | 4,250.3 | 3,678.7 | 15.5 | 4,049.1 | 5.0 |
| EBITDA before Forex and Other income | 779.2 | 841.6 | -7.4 | 804.0 | -3.1 |
| EBITDA % | 18.3% | 22.9% | | 19.9% | |
| PBT before Forex | 638.9 | 715.6 | -10.7 | 666.5 | -4.1 |
| Net Profit after JV share, minority interest | 455.7 | 518.5 | -12.1 | 528.5 | -13.8 |

*Post implementation of GST with effect from July 1, 2017, revenue from operations from Q2FY18 onwards are net of GST*

### Key Highlights of Q1FY19 consolidated financials

- Revenue from Operations at INR 4,250.3 Cr, an increase of 15.5% over corresponding previous period
  - US formulation sales of INR 1,889.6 Cr vs INR 1,694.9 Cr in Q1FY18, witnessed a healthy growth of 11.5% YoY
  - Europe formulation sales at INR 1,199.1 Cr, registering a strong growth of 30.7% YoY
  - Growth Markets sales at INR 256.5, up 32.3% against Q1 last year
  - ARV sales at INR 155.6 Cr vs. INR 244.6 Cr in Q1FY18
  - API sales of INR 748.0 Cr, an increase of 19.7% over corresponding previous period
- EBIDTA before Forex and Other income at INR 779.2 Cr vs INR 841.6 Cr in Q1 last year; EBITDA margin for the quarter was 18.3%
- Net Profit after JV share, minority interest at INR 455.7 Cr as against INR 518.5 Cr in the corresponding previous period.
- Basic & Diluted EPS is INR 7.78 per share.
- Research & Development (R&D) spend at INR 169 Cr, 4.0% of revenues
- Received final approval for 13 ANDAs and tentative approval for 3 ANDAs from USFDA

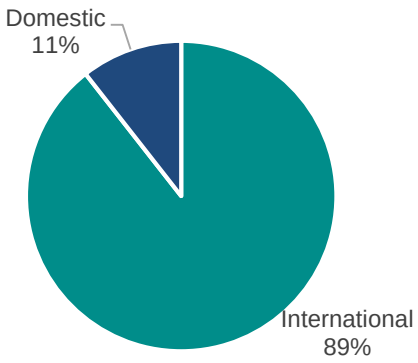
**Commenting on the Company's performance, Mr. N. Govindarajan, Managing Director of the company said:** *"We have achieved 16% growth in revenues led by a healthy growth across key geographies and segments. However, profitability was impacted largely due to certain one-off product related provisions. With consistent focus on execution and enhancement of capabilities, we have started filing dermatology ANDAs and is on track in other speciality segments."*

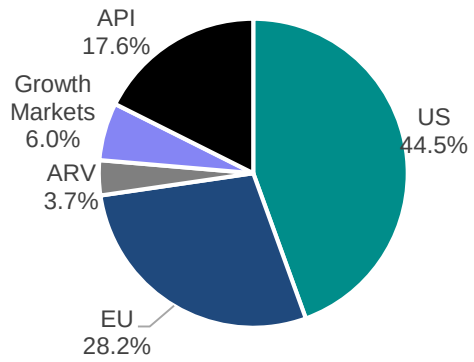
## Operational Performance (Consolidated):

| Gross Sales (Amt in INR Cr) | Q1 FY18-19 | Q1 FY17-18 | % Chg | Q4 FY17-18 | % Chg |
|---|---|---|---|---|---|
| **Formulations** | | | | | |
| USA | 1,889.6 | 1,694.9 | 11.5 | 1,738.8 | 8.7 |
| Europe | 1,199.1 | 917.6 | 30.7 | 1,151.6 | 4.1 |
| Growth Markets | 256.5 | 193.9 | 32.3 | 209.6 | 22.4 |
| ARV | 155.6 | 244.6 | -36.4 | 148.6 | 4.7 |
| **Total Formulations** | **3,500.8** | **3,051.0** | **14.7** | **3,248.6** | **7.8** |
| **Active Pharmaceuticals Ingredients (API)** | | | | | |
| Betalactum | 491.9 | 408.9 | 20.3 | 532.7 | -7.7 |
| Non Betalactum | 256.1 | 216.2 | 18.5 | 266.9 | -4.0 |
| **Total API*** | **748.0** | **625.0** | **19.7** | **799.6** | **-6.5** |
| **Consolidated Gross Sales** | **4,248.8** | **3,676.0** | **15.6** | **4,048.3** | **5.0** |
| Dossier Income | 1.5 | 2.8 | | 0.8 | |
| **Revenue from operations** | **4,250.3** | **3,678.7** | **15.5** | **4,049.1** | **5.0** |

**Q1FY18 number includes excise duty of INR 35.5 crore*

### Consolidated Revenue breakup - Geography & segment wise




## Formulations

Formulation sales for the quarter recorded a growth of 14.7% YoY to INR 3,500.8 Cr and accounted for 82% of total revenues.

### US Formulations

- US sales of INR 1,889.6 Cr compared to INR 1,694.9 Cr in Q1FY18, witnessing a growth of 11.5% YoY. On constant currency basis, sales grew by 7% YoY. US accounted for 44.5% of total revenues.
- The company filed 7 ANDAs, including 3 ANDAs for injectables with USFDA during the quarter
- Received final approval for 13 ANDAs and tentative approval for 3 ANDAs during the quarter.

- As on 30th Jun 2018, on a cumulative basis, the company filed 487 ANDAs with USFDA and received approval for 375 ANDAs including 33 tentative* approvals
- The company has launched 14 products, including 4 injectables during the quarter

**Tentative approvals include 10 ANDAs approved under PEPFAR.*

**EU Formulations**

- Sales from EU formulations in Q1FY18-19 witnessed a strong growth of 30.7% at INR 1,199.1 Cr, driven by strong growth in some of the key markets. The business accounted for 28.2% of revenues. In Euro terms, sales grew by 16.0% YoY.
- As on 30th Jun, 2018, we have transferred manufacturing of 94 products from Europe to India.
- In July 2018, Aurobindo Pharma has signed a definitive agreement to acquire commercial operations and supporting infrastructure in five European countries from Apotex International Inc.

**ARV Formulations**

ARV business sales was at INR 155.6 Cr compared to INR 244.6 Cr in Q1FY18 and accounted for 3.7% of revenues.

**Growth Markets Formulations**

Sales from Growth Markets formulations posted a robust growth of 32.3% YoY to INR 256.5 Cr in Q1FY18-19 and accounted for ~6% of revenues.

**API business**

API business posted a strong growth of 19.7% to INR 748.0 Cr and contributed 17.6% of the total revenue during the quarter. The growth was on the back of increase in both Betalactum and Non-Betalactum segments. The company filed 4 DMFs with USFDA during the quarter.

**Global Regulatory Filings:**

| Filings | Q1 FY18-19 | Cumulative Filings as on 30th Jun 2018 |
|---|---|---|
| ANDAs (including filings made from Aurobindo USA) | 7 | 487 |
| DMFs (including filings made from AuroNext and AuroPeptide) | 4 | 231 |
| Formulations Dossiers in other key advanced markets (incl. Multiple registrations into Europe. South Africa and Canada) | 82 | 3,482 |
| API DMF/COS filings in other key regulated markets (incl. Multiple registrations) | 37 | 2,785 |

**USFDA approvals received in Q1 FY18-19**:

**Final Approvals**

| | | |
|---|---|---|
| 1 | Lamivudine & Tenofovir Disoproxil Fumarate Tab 300 mg/300mg | Anti-Retrovirals |
| 2 | Sildenafil Citrate (gViagra)Tab 25 mg, 50 mg and 100 mg | CVS |
| 3 | Atazanavir Sulfate Cap (gReyataz)100 mg, 150 mg, 200 mg and 300 mg | Anti-Retrovirals |
| 4 | Omeprazole Magnesium Delayed-Release Tab (OTC) (gPrilosec OTC) 20.6 mg | Gastroenterological |
| 5 | Levonorgestrel & Ethinyl Estradiol Tab (g Seasonale) 0.15 mg/0.03 mg | Oral Contraceptive |
| 6 | Loratadine Tab (OTC) (gClaritin) 10 mg | Anti-histamine |
| 7 | Ibuprofen Cap (OTC) (gAdvil Liqui-Gels) 200 mg | Pain |
| 8 | Ibuprofen Oral Suspension (OTC) (gChildren's Mortin) 100 mg/5 mL | Pain |
| 9 | Polyethylene Glycol 3350 Powder for Oral Solution (OTC) (gMiralax) 17 g | Gastroenterological |
| 10 | Loratadine Oral Solution (OTC) (gClaritin) 5 mg/5 mL | Anti-histamine |
| 11 | Loratadine Orally Disintegrating Tab (OTC) (gClaritin Reditabs) 10 mg | Anti-histamine |
| 12 | Ertapenem for Injection 1 g/vial (Single Dose Vial) (gInvanz) | Penem |
| 13 | Capecitabine Tab (gXeloda) 150 mg and 500 mg | Oncology |

**Tentative approvals**

| | | |
|---|---|---|
| 1 | Solifenacin Succinate Tab (gVesicare) 5 mg and 10 mg | Genitourinary |
| 2 | Rivaroxaban Tab (gXarelto) 10mg, 15mg and 20mg | CVS |
| 3 | Apixaban Tab (gEliquis) 2.5mg and 5mg | CVS |

**Earnings call details**

The company will host an earnings call at 8.30 AM IST on August 10th 2018, to discuss the performance and answer any questions from participants.

Participants can dial-in on the numbers below
Primary Number: +91 22 6280 1292 / +91 22 7115 8193
Local Access Number: +91 70456 71221 (Available all over India)

**About Aurobindo Pharma Limited:**

Aurobindo Pharma Limited (www.aurobindo.com), (NSE: AUROPHARMA, BSE: 524804, Reuters: ARBN.NS, Bloomberg: ARBP:IN) headquartered at Hyderabad, India, manufactures generic pharmaceuticals and active pharmaceutical ingredients. The company's manufacturing facilities are approved by several leading regulatory agencies like US FDA, UK MHRA, EU, Japan PMDA, WHO, Health Canada, South Africa MCC, Brazil ANVISA. The company's robust product portfolio is spread over 6 major therapeutic/product areas encompassing Antibiotics, Anti-Retroviral, CVS, CNS, Gastroenterological, Pain management and Anti-Allergic, supported by an outstanding R&D set-up. The Company is marketing these products globally in over 150 countries.

**For further information, please contact:**

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**Disclaimer:**

This press release contain statements that may constitute “forward looking statements” including and without limitation, statements relating to product characteristics and uses, sales potential and target dates for product launch, implementation of strategic initiatives, and other statements relating to our future business developments and economic performance. While these forward looking statements represent our judgment and future expectations concerning the development of our business, a number of risks, uncertainties and other factors could cause actual developments and results to differ materially from our expectations. The company undertakes no obligation to publicly revise any forward looking statements to reflect future events or circumstances and will not be held liable for any use of this information.

AUROBINDO

**AUROBINDO PHARMA LIMITED**

(CIN - L24239TG1986PLC015190)

Regd.Office: Plot No.2, Maitrivihar, Ameerpet, Hyderabad - 500 038, India

Tel: +91 040 23736370 ; Fax: +91 40 23747340 ; Email: info@aurobindo.com (Rs. In lakhs)

**STATEMENT OF CONSOLIDATED UNAUDITED FINANCIAL RESULTS FOR THE QUARTER ENDED 30.06.2018**

| | Particulars | Quarter ended | | | Year ended |
|---|---|---|---|---|---|
| | | 30.06.2018 | 31.03.2018 | 30.06.2017 | 31.03.2018 |
| | | Unaudited | Audited | Unaudited | Audited |
| 1 | **Revenue from operations** | | | | |
| | (a) Net sales/ income from operations (refer note 4) | **418,156** | 398,863 | 362,107 | **1,623,287** |
| | (b) Other operating income | **6,871** | 6,046 | 5,768 | **26,697** |
| | **Total revenue from operations** | **425,027** | 404,909 | 367,875 | **1,649,984** |
| 2 | **Other income** | **4,373** | 4,383 | 2,209 | **10,198** |
| | **Total income (1+2)** | **429,400** | 409,292 | 370,084 | **1,660,182** |
| 3 | **Expenses** | | | | |
| | (a) Cost of materials consumed | **165,678** | 142,779 | 137,833 | **562,937** |
| | (b) Purchases of stock-in-trade | **43,513** | 46,673 | 34,041 | **160,588** |
| | (c) Changes in inventories of finished goods, stock-in-trade and work-in-progress | **(18,466)** | (22,505) | (22,091) | **(48,251)** |
| | (d) Employee benefits expense | **59,613** | 58,127 | 49,017 | **213,084** |
| | (e) Finance costs | **2,954** | 2,472 | 1,687 | **7,771** |
| | (f) Foreign exchange loss (net) (refer note 8) | **6,816** | 1,592 | 766 | **1,676** |
| | (g) Depreciation and amortisation expense | **15,453** | 15,663 | 13,118 | **55,797** |
| | (h) Other expenses | **96,767** | 99,432 | 84,915 | **382,774** |
| | **Total expenses** | **372,328** | 344,233 | 299,286 | **1,336,376** |
| 4 | **Profit before tax (1+2-3)** | **57,072** | 65,059 | 70,798 | **323,806** |
| 5 | Share of profit of joint ventures, net of tax | **41** | 56 | 134 | **314** |
| 6 | **Profit before tax (4+5)** | **57,113** | 65,115 | 70,932 | **324,120** |
| 7 | Tax expense | **11,554** | 12,239 | 19,099 | **81,828** |
| 8 | **Net profit for the period (6-7)** | **45,559** | 52,876 | 51,833 | **242,292** |
| 9 | Share of (loss)/profit attributable to non-controlling interest | **(7)** | 25 | (18) | **(26)** |
| 10 | **Net profit after taxes attributable to owners of the Parent Company (8-9)** | **45,566** | 52,851 | 51,851 | **242,318** |
| 11 | Other Comprehensive income | | | | |
| | i) items that will not be reclassified subsequently to profit or loss (net of tax) | **(63)** | 196 | (158) | **(237)** |
| | ii) items that will be reclassified subsequently to profit or loss | **3,526** | 10,184 | 3,330 | **15,191** |
| | **Total other comprehensive income** | **3,463** | 10,380 | 3,172 | **14,954** |
| 12 | **Total Comprehensive income for the period (10+11)** | **49,029** | 63,231 | 55,023 | **257,272** |
| 13 | Paid-up equity share capital (face value Re. 1 per share) | **5,859** | 5,859 | 5,859 | **5,859** |
| 14 | Other equity | | | | **1,162,183** |
| 15 | Earnings per equity share of Re. 1 each (not annualised) | | | | |
| | (a) Basic (in Rs.) | **7.78** | 9.02 | 8.85 | **41.36** |
| | (b) Diluted (in Rs.) | **7.78** | 9.02 | 8.85 | **41.36** |

**NOTES:**

1 The financial results of the Company have been prepared in accordance with the Indian Accounting Standards (Ind AS) prescribed under Section 133 of the Companies Act, 2013, read with the relevant rules issued thereunder.

2 The above consolidated financial results have been prepared in accordance with principles and procedures as set out in the Ind AS 110 on "Consolidated financial statements" and Ind AS 28 on "Investments in Associates and Joint Ventures" notified under Section 133 of Companies Act, 2013 and Companies (Indian Accounting Standards) Rules, 2015, as amended.

3 The above consolidated financial results as reviewed by the audit committee have been approved by Board of Directors at its meeting held on 09 August 2018.

4 Post implementation of Goods and Services Tax ('GST') with effect from 01 July 2017, revenues from operations is disclosed net of GST. Revenue from operations for the quarter ended 30 June 2018 and 31 March 2018 are reported net of GST. Revenue from operations for the quarter ended 30 June 2017 includes excise duty which is now subsumed in GST. The year ended 31 March 2018 includes excise duty upto 30 June 2017.

5 Effective 01 April 2018, the Company has adopted Ind AS 115 “Revenue from Contracts with Customers”. The adoption of the standard did not have material impact on the financial results of the Group.

6 During the quarter,i) Mer Medicamentos, Lda, Portugal, Aurovitas, Unipessoal LDA, Portugal and Aurobindo Pharma (Portugal) Unipessoal Limitada., Portugal were merged with Generis Farmaceutica S.A., w.e.f. 01 April 2018. ii) Aurobindo Pharma USA LLC was revived w.e.f 06 June 2018, which was dissolved w.e.f. 31 March 2018.

7 The Company operates in only one segment viz., 'Pharmaceutical Products'.

8 Foreign exchange loss includes exchange difference arising from foreign currency borrowings to the extent that they are regarded as an adjustment to finance cost as per para 6(e) of Ind AS 23 on "Borrowing costs".

9 The figures for the quarter ended 31 March 2018 are the balancing figures between audited figures in respect of the full financial year upto 31 March 2018 and the unaudited published year to date figures upto 31 December 2017, which were subjected to the limited review only by the statutory auditors.

10 Previous period figures have been regrouped/ rearranged wherever considered necessary to conform to the current period presentation.

By Order of the Board

Place: Hyderabad
Date : 09 August 2018

www.aurobindo.com

N.Govindarajan
Managing Director