Marksans Pharma Ltd.

NEWS RELEASE
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Performance Highlights.

Marksans Consolidated Revenue increased by 43.70% to Rs 6,299.90 Mn in 2013-14

- Consolidated Revenue grew by 29.03% to Rs 1,595.94 Mn in Q4 FY 2013-14.
- EBITDA grew by 64.32% to Rs 1,212.40 Mn for the year. EBITDA margin grew to 19.13% from 16.66% for previous year.
- Consolidated Net Profit was Rs 719.08 Mn for the FY 2013-14.
- Post – Tax profits up by 56.73% over previous year

Business Highlights

- Europe, UK Formulation business grew at 52.68% to Rs. 3,936.20 Mn from Rs. 2,578 Mn during previous year.
- US & North America Formulation business grew at 80.35% to Rs. 960 Mn from Rs. 532.3 Mn during previous year.
- Company achieved revenue of Rs. 815.90 Mn from Australia & NZ Formulation business.
- Rest of World(Asia,Africa & CIS) Formulation business grew at 42.05% to Rs. 555.40 Mn from Rs. 391 Mn during previous year.
- India Formulation business has achieved revenue of Rs. 32.40 Mn during the year.

Dividend

- The Board of Directors recommend dividend of 10% for FY 2014.

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Management Discussion and Analysis for the F.Y. 2013-14

Revenue Figures - Consolidated

			INR in million
	Twelve months ended Mar 31st		
	F.Y.13-14	F.Y.12-13	Growth %
Europe, UK - Formulations	3936.20	2578.00	52.68%
US & North America - Formulations	960.00	532.30	80.35%
Australia & NZ - Formulations	815.90	850.00	-4.01%
Rest of World(ROW) - Africa, Asia & CIS	555.40	391.00	42.05%
India- Formulations	32.40	32.90	-1.52%
Consolidated Revenue from operations	6299.90	4384.20	43.70%

			USD in million
	Twelve months ended Mar 31st		
	F.Y.13-14	F.Y.12-13	Growth %
Europe, UK - Formulations	65.22	47.36	37.71%
US & North America - Formulations	15.91	9.78	62.66%
Australia & NZ - Formulations	13.52	15.62	-13.43%
Rest of World(ROW) - Africa, Asia & CIS	9.20	7.18	28.11%
India- Formulations	0.54	0.60	-11.18%
Consolidated Revenue from operations	104.39	80.55	29.60%

Average conversion rate per USD
F.Y. 2013-14 :- 60.35
F.Y. 2012-13 :- 54.43

About Marksans Pharma Limited

Marksans Pharma Limited(www.marksanspharma.com) headquartered at Mumbai, India is engaged in Research, Manufacturing & Marketing of generic pharmaceutical formulation in the global markets. The company's manufacturing facilities are approved by several leading regulatory agencies like USFDA, UK MKRA, Australian TGA. The company's robust product portfolio spreads over major therapeutic segments of CVS, CNS, Anti-diabetic, Pain management, Gastroenterologicals and Anti-allergies. The company is marketing these products globally.

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