



June 8, 2012

Corporate Relationship Department,
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The Market Operations Department,
National Stock Exchange of India Limited
Exchange Plaza, 5th floor,
Plot No.C/1, G.Block
Bandra-Kurla Complex, Bandra (E)
Mumbai- 400 051.

Fax No. 26598237 / 26598238

Dear Sirs,

Re : Piramal Healthcare Completes Acquisition of Decision Resources Group

Kindly refer to our letter dated May 16, 2012, vide which we had informed that the Company has agreed to acquire Decision Resources Group, a US based company in the healthcare information segment, for a consideration of approximately US\$ 635 million (~Rs. 3,400 crores). A detailed Press Release was also issued in this regard.

We are now pleased to inform that consequent to receipt of requisite regulatory approvals and compliance with closing conditions, the aforesaid acquisition has been successfully closed and completed.

A press release being issued in this regard is enclosed.

Thank you.

Yours faithfully,
For Piramal Healthcare Limited

Leonard D'Souza
Company Secretary

Encl: As above.



Piramal Healthcare Limited Completes Acquisition of Decision Resources Group

- **Piramal Healthcare completes acquisition of Decision Resources Group at approximately US\$ 635 million (~Rs. 3,400 crores)**
- **DRG projects revenues of US \$ 160 million for 2012**
- **DRG in one the fastest growing healthcare information business - CAGR 20% from 2006 to 2011**

Mumbai (India)/ Burlington, Massachusetts (USA), June 8, 2012: Piramal Healthcare Limited [NSE: PIRHEALTH, BSE: 500302], an innovation led company, has today announced that it has completed its previously announced acquisition of Decision Resources Group, a US based company in the healthcare information segment, for a consideration of approximately US\$ 635 million (~Rs. 3,400 crores).

Decision Resources Group provides high quality, web-enabled research, predictive analytics via proprietary databases and consulting services to the global healthcare industry. With 20% CAGR for the last five years, It is one of the fastest growing companies in the US\$ 5.7 billion global healthcare information industry. DRG projects revenues of US\$ 160 million for 2012. 48 of the top 50 global pharmaceutical companies are its customers, with an overall customer retention rate of 95%.

DRG is focused on three market segments: (1) the **Biopharma** business unit; (2) the **Market Access** business (3) the **Medical Technology** business. These three market segments are worth approximately US\$ 2.5 billion, leaving considerable room for DRG to continue to grow its revenues. DRG uses proprietary databases and a network of over 125,000 healthcare professionals. It has over 290 highly qualified analysts putting together its products.

Commenting on the DRG acquisition, **Mr. Ajay Piramal, Chairman of Piramal Healthcare** said, "The successful acquisition of the healthcare information and analytics leader, DRG, reflects our strategy to continue investing in strong intellectual property in the healthcare space. DRG plays a critical role in the global healthcare industry by providing its customers' high quality information services, which helps them compete more effectively."

Piramal will now operate Decision Resources Group as a stand-alone business. DRG will remain headquartered in Burlington, MA. The company will continue to be led by Mr. Hoenigsberg and the existing senior management team.

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About Piramal Healthcare Ltd

Piramal Healthcare, is an innovation led company with a growth track record of above 25% CAGR since 1988. Piramal Healthcare had consolidated revenues of US\$450million in FY2012. With assets across North America, Europe and Asia, Piramal Healthcare is one of the largest pharmaceutical custom manufacturing companies across the world. It has significant presence in the global critical care space with sales of anesthesia products to over 100 countries. Piramal Healthcare has a robust pipeline of 16 new molecules with its cartilage repair gel - BST-CarGel having received European CE mark approval recently. In 2010, Piramal Healthcare sold its domestic

formulation business to Abbott for a consideration of US \$3.8 billion. Piramal Healthcare also has a growing presence in the financial services sector with an NBFC focusing on lending to the real estate sector and IndiaReit - a real estate focused private equity fund.

About Decision Resources Group

Decision Resources Group is a cohesive portfolio of companies that offers best in class, high-value information and insights on important sectors of the healthcare industry. Clients rely on this analysis and data to make informed decisions. Please visit DRG at www.DecisionResourcesGroup.com.

For investor enquiries, please contact:

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