



Press Release

Piramal Healthcare announces Q4FY2011 results, Total operating income up by 62% to ₹ 689 crores, Operating Profit was higher at ₹ 263 crores, Net Profit for the quarter up to ₹ 202 crores

Board of Directors has recommended a regular dividend of Rs. 6.0 per equity share of Rs. 2 (i.e. 300%) & a special one-time dividend of Rs. 6.0 per share of Rs. 2 (i.e.300%)

Announces entry in Financial Service sector, through acquisition of Indiareit Fund Advisors & Indiareit Investment Management

Mumbai, 06 May 2011: Piramal Healthcare Limited ("PHL", NSE: PIRHEALTH, BSE: 500302) today announced Q4 and year ending results for FY2011.

For the continuing businesses, total operating income for the quarter was up by 62% to ₹ 689.1 crores. The total operating income includes ₹ 130 crores towards Income from Investments. Including this income, the Operating Profit for the quarter was at ₹ 263.1 crores against ₹ 58.5 crores for Q4FY2010. The Operating profit margins for the quarter were higher at 38.2% against 13.7% during Q4FY2010. Net Profit for the quarter was ₹ 201.8 crores and EPS was ₹ 9.0 per share.

Pharma Solutions (CRAMS) business recorded sales of ₹ 349.3 crores during Q4FY2011 against ₹ 253.6 crores in Q4FY2010 registering growth of 38% over Q4FY2010. The revenues from Indian facilities grew by 60% to ₹ 190.7 crores over Q4FY2010. We continue to see significant developments across the facilities especially on early phase side. During the quarter our facilities at Ahemadabad, Ennore and Canada were audited by 14 out of top 20 global innovator companies.

Revenues from Piramal Critical Care business have grown by 31% to ₹ 116.0 crores against ₹ 88.4 crores in Q4FY2010. Minrad has registered a strong growth of 56% with sales of ₹ 80.8 crores over Q4FY2010. Sevoflurane market share for PHL in US has increased from 14% as on March 2010 to 20% in March 2011. PHL will expand Sevoflurane sales to Europe with registration applied for in 26 EU countries. OTC & Ophthalmology business recorded impressive growth of 27% over Q4FY2010 to Rs. 67.6 crores. PHL continues to invest in it strong brand portfolio consisting of Saridon, Lacto Calamine, ipill, Polychrol, Supractiv, TriActiv & Workz.

Full Year FY11 performance:

For the continuing businesses, total operating income for the year was up by 27% to ₹ 2,009.2 crores. The total operating income includes ₹ 335.8 crores towards Income from Investments. Including this income, the Operating Profit for the year was at ₹ 379.0 crores against ₹ 139.2 crores for FY2010. The Operating profit margins for the year were higher at 18.9% against 8.8% during FY2010. Net Profit for the year was ₹ 12,735.0 crores and EPS was ₹ 567.1 per share.

Pharma Solutions business recorded sales of ₹ 1,020.6 crores during FY2011 against ₹ 939.4 crores in FY2010 up by 8.6%. The revenues from Indian facilities grew by 21.9% to ₹ 524.5 crores over FY2010. Critical Care business for the year grew by 18.3% to ₹ 387.7 crores against ₹ 327.6 crores in FY2010. OTC & Ophthalmology business recorded sales of Rs. 195.8 crores registering growth of 10.6% during the year.

Dividend:

The Board of Directors has recommended a regular dividend of Rs. 6.0 per share (i.e. 300%) and special one time dividend consequent to sale of domestic formulation business of Rs. 6.0 per share (i.e. 300%) of Rs. 2 for FY2011 totaling to a total dividend of Rs. 12 per share (i.e. 600%)

Entry into Financial Services Sector:

The financial services sector in India is poised for strong growth given an expected 8% GDP growth in India for the next 7-10 years. The financial services market in India is ₹ 1,200,800 crores and has been growing at 15-17% for the last 5 years. The Government of India has also focusing on financial inclusion as next growth engine. Hence PHL has decided to enter the financial services business.

To begin with PHL will be setting up an NBFC for lending to Infrastructure sector and to other sectors. It will also get into Fund Management for real estate & infrastructure sector.

Acquisition of Indiareit Fund Advisors & Indiareit Investment Management:

Towards building a strong Financial Services business, PHL today announced the acquisition of Indiareit Fund Advisors Pvt Ltd. and Indiareit Investment Management company for a consideration of Rs. 225 crores.

Indiareit Fund Advisors Pvt Ltd are advisors to the Indiareit Fund which is a domestic real estate Private Equity fund focused on the Indian markets. Indiareit Investment Management Company are managers to offshore Real Estate Private Equity funds investing in India through the FDI route. Total funds under management for these funds is Rs. 3,800 crores.

Together, the Indiareit Funds (Indiareit) have a demonstrated track record of raising and deploying effectively large sums of capital in the real estate sector in India and are best positioned to benefit from the emerging India real estate market. Indiareit has presence through developmental projects in 5 top tier cities through 8 local partners. It is currently working on 23 projects and has currently 53.7 mn sq ft of saleable area currently under management. Indiareit has a highly experienced and motivated team of Real Estate Investment professionals led by Mr. Ramesh Jogani, who will all move to PHL.

For further information on the financials, please visit our website: www.piramalhealthcare.com

About the Piramal Group

The Piramal Group, led by Ajay G. Piramal is one of India's foremost business conglomerates. Driven by the core values of Knowledge Action Care, the Piramal Group has interests in a myriad of industries that encompass healthcare, drug discovery & research, diagnostics, glass, real estate and financial services. The Piramal Group steadfastly pursues inclusive growth while adhering to ethical and value driven practices. The Group's turnover exceeded US \$ 1 billion in FY2010.

About Piramal Healthcare Ltd.

Piramal Healthcare is one of India's largest healthcare companies, with a growth track record of above 29% CAGR since 1988. Piramal Healthcare had consolidated revenues of US\$ 785 million in FY2010. With assets across North America, Europe and Asia, Piramal Healthcare is also one of the largest custom manufacturing companies across the world. It has significant presence in the global critical space with sales of anesthesia products to over 100 countries. Recently, Piramal Healthcare has sold its domestic formulation business to Abbott for a consideration of US \$ 3.8 billion.

About Indiareit Fund:

Piramal Indiareit is a boutique real estate venture capital fund, promoted by The Piramal Group and backed by unique strengths, including a team constituted by seasoned real estate professionals and prudent investment philosophy. This includes an offshore fund, wherein 3i – one of the world's leading private equity & venture capital firms, is a cornerstone investor.

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