Cipla
Cipla Ltd.
Mumbai Central
Mumbai 400 008

10th May, 2012

(1) Bombay Stock Exchange Ltd
Listing Department,
Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai 400 001

Scrip Code: 500087

(2) National Stock Exchange of India Ltd
Listing Department
Exchange Plaza, 5th floor,
Plot no. C/1, G Block,
Bandra Kurla Complex,
Bandra (East), Mumbai - 400 051

Scrip Code: CIPLA EQ

Dear Sirs,

Please find enclosed copy of the note displayed on our website www.cipla.com

for your reference.

Kindly acknowledge the receipt.

Thank you,

Yours faithfully,
For Cipla Limited

M. A. Sanghvi

Mital Sanghvi
Company Secretary

Encl: as above

Financial Review – Period ended March 2012 *(Rupees in crore)*

	Quarter Ended			Year Ended		
	31/03/2012	31/03/2011	% change	31/03/2012	31/03/2011	% change
Domestic	753.55	652.23	15.5%	3212.89	2822.38	13.8%
Exports - Formulations	855.06	742.75	15.1%	2967.68	2682.26	10.6%
APIs & others	229.90	232.20	-1.0%	724.35	679.23	6.6%
Total Exports	1084.96	974.95	11.3%	3692.03	3361.49	9.8%
% of exports to total sales	59.0%	59.9%		53.5%	54.4%	
Total Sales	1838.51	1627.18	13.0%	6904.92	6183.87	11.7%
Other operating income						
Technology knowhow/fees	5.60	20.71		31.03	63.70	
Others	45.92	38.64		138.79	151.16	
Total	51.52	59.35	-13.2%	169.82	214.86	-21.0%
Income from Operations	1890.03	1686.53	12.1%	7074.74	6398.73	10.6%
Material Cost	772.48	799.80		2867.64	2888.54	
% to total sales	42.0%	49.2%		41.5%	46.7%	
Operating margin	398.78	290.25	37.4%	1581.86	1320.70	19.8%
% to income from operations	21.1%	17.2%		22.4%	20.6%	
Profit before tax	365.02	251.00	45.4%	1421.46	1151.39	23.5%
% to income from operations	19.3%	14.9%		20.1%	18.0%	
Profit after tax	291.74	214.00	36.3%	1123.96	960.39	17.0%
% to income from operations	15.4%	12.7%		15.9%	15.0%	

Income from operations crossed Rs. 7,000 cr for the financial year 2011-12 and posted a growth of more than 10%. Profit after tax crossed Rs. 1,100 cr and grew by 17%. During the fourth quarter, income from operations grew by more than 12%. Domestic sales grew by more than 15% and export sales grew by more than 11% for the quarter. Operating margins and profits after tax have increased by more than 37% and 36% respectively on a year-on-year basis for the quarter.

Material cost has decreased by more than 7% on a year-on-year basis mainly on account of changes in product mix viz. lower proportion of anti-retrovirals and higher contribution of anti-asthma as well anti-malarial segment coupled with increased realizations. As a result, operating margins have also increased by about 4%.

The increase in staff cost (Rs. 51 cr) is due to annual increments, regrouping of contractual staff as well as increase in manpower and is in line with the previous quarter. Other expenditure has increased by Rs. 65 cr for the quarter on account of increased marketing expenses, professional fees and travel expenditure. Tax for the current quarter has increased mainly due to expiry of tax benefits on EOUs.