

#### **Ranbaxy Laboratories Limited**



FINANCIAL RESULTS: April – June 2014 (Q1)

ARUN SAWHNEY
CEO & MD

#### Safe Harbor

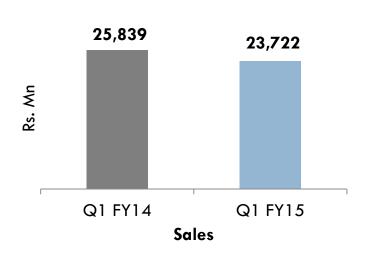
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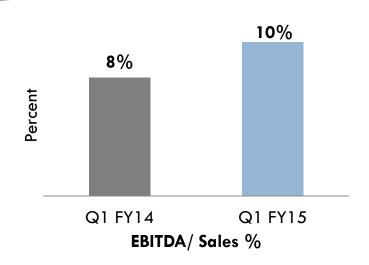


#### Key Achievements for Quarter 1, FY15

#### **Financial**

- Sales lower primarily due to the impact of voluntary suspension in API shipments
- Margin improvement continued during the Quarter





#### Other Areas

#### **Research & Development and Regulatory**

□ DF filings: 60; DF approvals:43

#### **Derivatives Position**

□ Exposure down to ~\$470 Mn as on 30 Jun 2014 from ~\$568 Mn on 31<sup>st</sup> Mar 2014. Maturity: ~\$33 Mn/month

#### **Debt**

□ Debt \$1,060 Mn; Cash & Bank \$214 Mn → Net Debt \$846 Mn



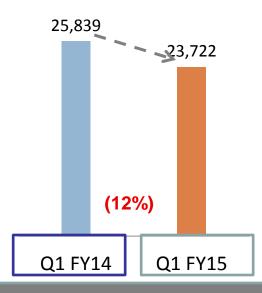
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#### Sales Performance

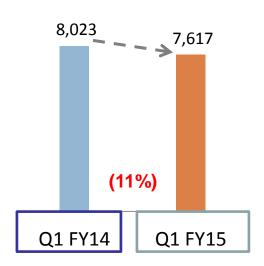
## Consolidated Sales Q1 FY15



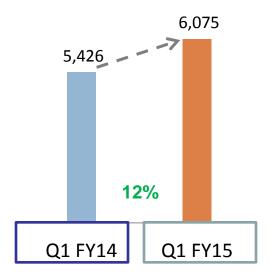
☐ Sales grew in the major markets of India, West Europe and Russia

Major markets

-USA -Canada



- □ Absorica™ growth continued during the Quarter
- Loss in Market Share of Amlo + Atorva

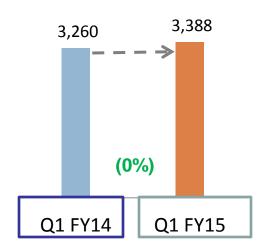


- IPM stabilized after changes in pricing policy
- Primary sales recovered in the home market

Rs. Mn

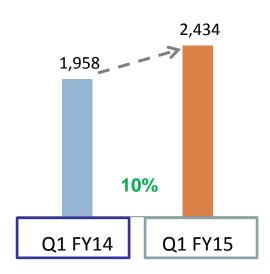
#### Major markets

- -Romania
- -Russia
- -Ukraine



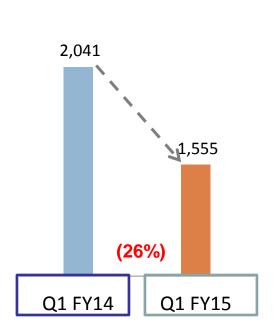
- Sales in Russia continued to grow
- Leadership position in Represented markets





- Sales in the region was helped by strong performance in UK
- Regional focus on profitability

Rs. Mn

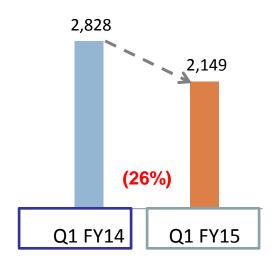


Major markets
-ANZ
-Malaysia
-Brazil

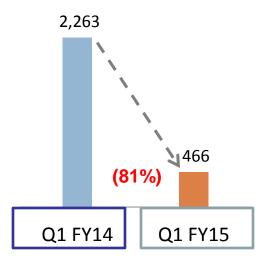
- Sales impacted due to loss of tenders in Malaysia & lower demand and manufacturing delays in Australia.
- LATAM: Supply concerns impacted sales

Major markets

-South Africa -Nigeria



Sales impacted by lower tender sales in the Quarter



Sales impacted by voluntary halt of shipments from Dewas and Toansa

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## Financials Q1 FY15: INR (Mn)

Q1 FY2014	Particulars Particulars Particulars Particulars	Q1 FY2015
5,561	-Within India	6,216
20,278	-Outside India	17,506
25,839	Sales	23,722
502	Other operating income	540
26,342	Total Operating Income	24,263
5,637	Total Material Consumption	4,599
5,131	Employee cost	5,286
4,135	Purchases of stock-in-trade	4,084
-451	Changes in inventories of finished goods, work-in-progress and stock-in-trade	21
9,266	Other Operating expenses	8,014
628	Exchange loss/ (gain) others, net	(120)
24,346	Total expenditure	21,884
1,996	EBITDA	2,379
7.73%	% Sales	10%
763	Depreciation, amortization and Impairment	1,074
1,233	Profit/(loss) from operations before other income and interest, finance costs and exceptional items	1,304
4.77%	% Sales	5.50%
354	Interest and other income	255
1,587	Profit/ (loss) from ordinary activities before finance cost and exceptional items	1,559
488	Interest expense	753
1,104	Foreign exchange (gain)/ loss on loans	671
-4	Profit/(loss) from ordinary activities before tax	135
	Exceptional items	
	- Settlement provision	2,378
-1,192	- Goodwill Impairment/ Settlement/ Product Recall	-
-3,671	- Gain/ (loss) on foreign currency option derivatives, net (other than loans)	317
-4,867	Profit/(loss) after exceptional items before tax	(1,925)
311	Tax expense/ (benefit) -current period	(56)
-5,178	Net profit/ (loss) from ordinary activities after tax	(1,869)
52.71	-Share in loss/ (profit) of associates, net	22
11.36	-Minority interest	(31)
-5,242	Net profit/ (loss)	(1,859)

## RANBAXY Trusted medicines. Healthier lives



# Questions & Answers