



# Results 2012

# Statement of Profit & Loss *INR Mn*

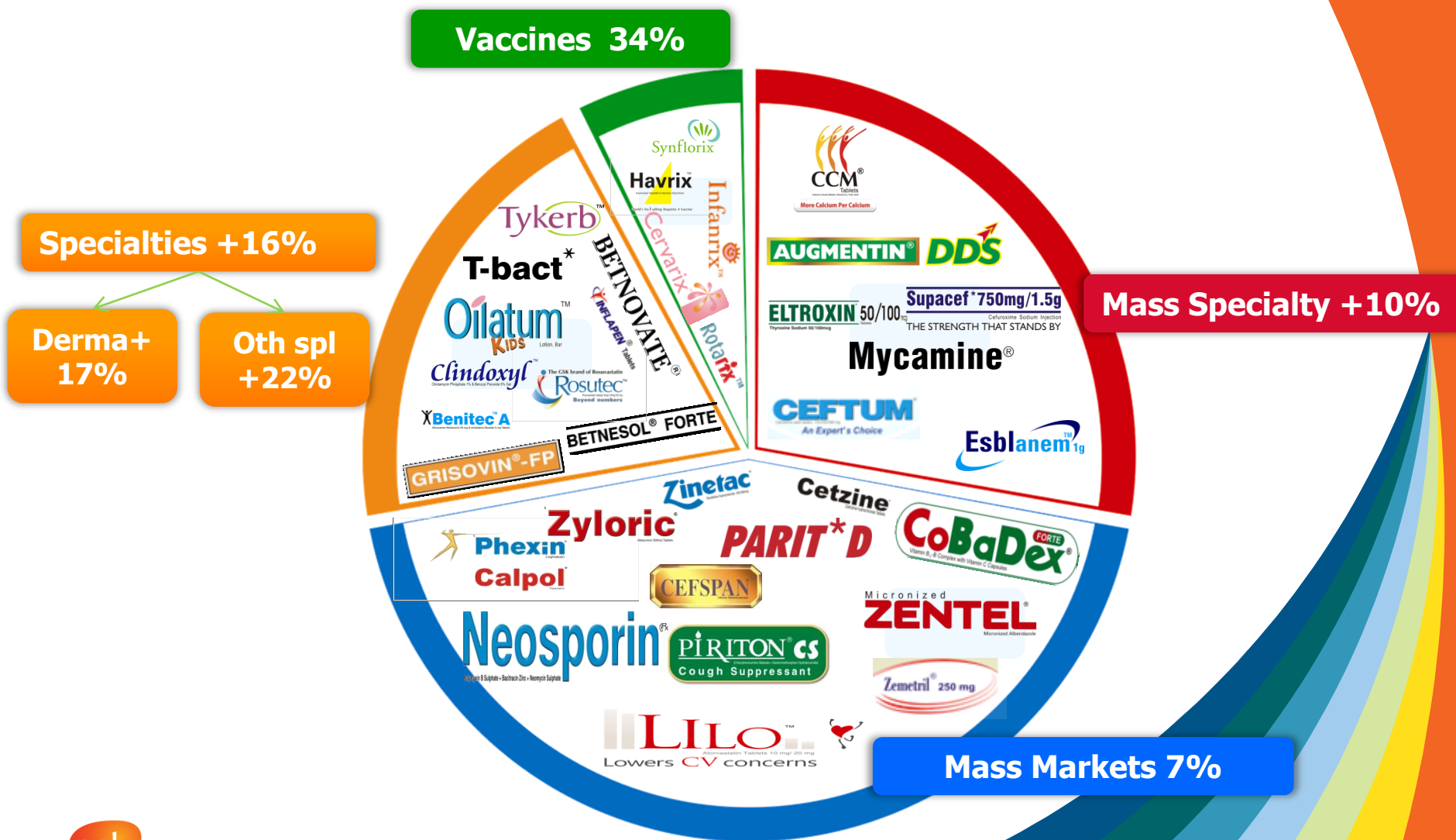
|  | 2012          | 2011          | Gr %         |
|--|---------------|---------------|--------------|
| <b>Sale of products (net)</b>                  | <b>25,999</b> | <b>23,380</b> | <b>11.2%</b> |
| Other operating revenue                        | 304           | 378           |              |
| <b>Revenue from operations</b>                 | <b>26,303</b> | <b>23,759</b> |              |
| Other Income                                   | 1,935         | 1,596         | <b>21.2%</b> |
| <b>Total Revenue</b>                           | <b>28,238</b> | <b>25,355</b> |              |
| Cost of materials consumed                     | 4,378         | 4,312         |              |
| Purchases of traded goods                      | 6,075         | 5,334         |              |
| (Increase) /Decrease in inventories            | 526           | (561)         |              |
| <b>Materials consumed</b>                      | <b>10,979</b> | <b>9,085</b>  | <b>20.8%</b> |
| Employee benefits expense                      | 2,955         | 2,784         | <b>6.2%</b>  |
| Depreciation expense                           | 178           | 204           |              |
| Other expenses                                 | 4,632         | 4,476         | <b>3.5%</b>  |
| Expenses relating to Service Income            | (454)         | (410)         |              |
| <b>Other operating expenses</b>                | <b>7,765</b>  | <b>7,464</b>  | <b>4.0%</b>  |
| <b>Total Expenses</b>                          | <b>18,290</b> | <b>16,139</b> | <b>13.3%</b> |
| <b>Profit before exceptional items and tax</b> | <b>9,948</b>  | <b>9,216</b>  | <b>7.9%</b>  |
| Exceptional Items                              | (1,482)       | (3,225)       |              |
| <b>Profit before Tax</b>                       | <b>8,466</b>  | <b>5,991</b>  |              |
| <b>Net Profit</b>                              | <b>5,773</b>  | <b>4,306</b>  | <b>34.1%</b> |

# Financial Summary

INR Mn

|   | Q4 2012      |               | 2012          |               |
|---|--------------|---------------|---------------|---------------|
|   | Amt          | Gr %          | Amt           | Gr %          |
| <b>Net Sales</b>  | <b>6,567</b> | <b>16.0</b>   | <b>25,999</b> | <b>11.2</b>   |
| Pharma  | 6,257        | 15.9          | 24,803        | 12.5          |
| Iodex   | 256          | 7.6           | 1,000         | 3.5           |
| Exports   | 54           |               | 196           | (46.0)        |
| Total Materials consumed  | 2,803        | 20.7          | 10,979        | 20.8          |
| <i>% to Sales</i>   | <b>43%</b>   |               | <b>42%</b>    |               |
| Staff Cost  | 769          |               | 2,955         |               |
| <i>% to Sales</i>   | <b>12%</b>   |               | <b>11%</b>    |               |
| Other Opex (Incl depreciation and net of expenses relating to Service Income) | 1,127        |               | 4,356         |               |
| <i>% to Sales</i>   | <b>17%</b>   |               | <b>17%</b>    |               |
| <b>Total Opex</b>   | <b>4,699</b> | <b>17.0</b>   | <b>18,290</b> | <b>13.3</b>   |
| <i>% to Sales</i>   | <b>72%</b>   |               | <b>70%</b>    |               |
| <b>Other Operating Income</b>   | <b>59</b>    | <b>(48.9)</b> | <b>304</b>    | <b>(19.8)</b> |
| <i>% to Sales</i>   | <b>1%</b>    |               | <b>1%</b>     |               |
| <b>Profit from Operations</b>   | <b>1,927</b> | <b>9.5</b>    | <b>8,013</b>  | <b>5.2</b>    |
| <i>% to Sales</i>   | <b>29%</b>   |               | <b>31%</b>    |               |
| <b>Other Income (Investment Income)</b>                                       | <b>417</b>   | <b>0.2</b>    | <b>1,935</b>  | <b>21.2</b>   |
| <b>PBT before exceptionals</b>  | <b>2,344</b> | <b>7.7</b>    | <b>9,948</b>  | <b>7.9</b>    |
| <i>% to Sales</i>   | <b>36%</b>   |               | <b>38%</b>    |               |
| <b>PAT before exceptionals</b>  | <b>1,583</b> | <b>7.4</b>    | <b>6,772</b>  | <b>7.3</b>    |
| <i>% to Sales</i>   | <b>24%</b>   |               | <b>26%</b>    |               |
| <b>Exceptional Costs (net of tax)</b>   | <b>198</b>   |               | <b>999</b>    |               |
| <b>PAT after exceptionals</b>   | <b>1,385</b> |               | <b>5,773</b>  | <b>34.1</b>   |
| <b>EBITDA</b>   | <b>1,973</b> |               | <b>8,191</b>  |               |
| <i>% to Sales</i>   | <b>30%</b>   |               | <b>32%</b>    |               |

# Performance Across Business Verticals 2012 vs 2011



# Creating a broader portfolio of potential high value assets

New products contributions to growth in 2012 30%

New Products contributions to Total Rx Sales 6%



2010



2011



2012

# Exceptional Items

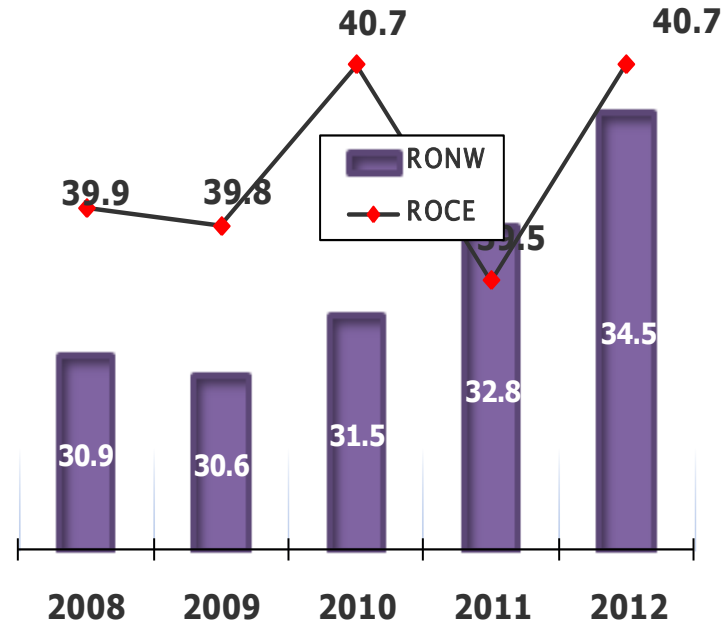
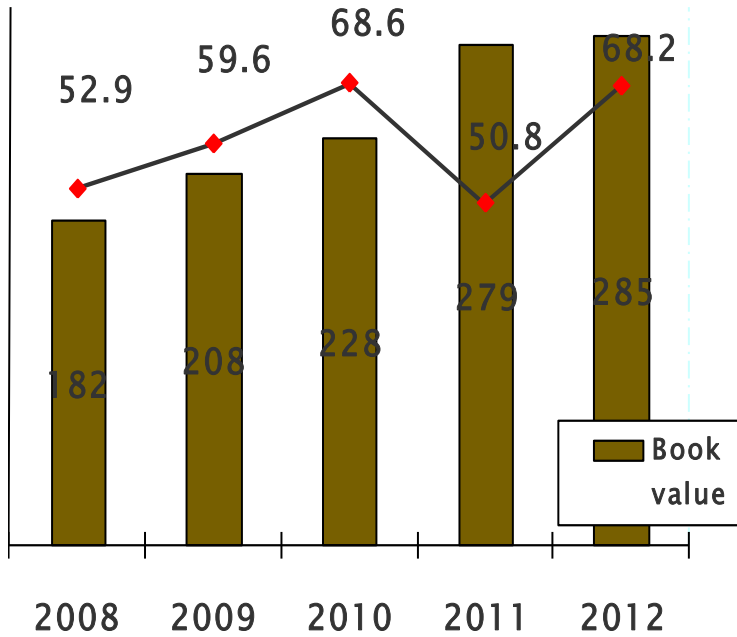
INR Mn

|   | 2012                     |
|---|--------------------------|
| - Thane VRS                             | 911                      |
| - Thane MS VRS commitment/restructuring | 110                      |
| - Thane site decommissioning            | 127                      |
| - Thane Operating costs                 | 198                      |
| - Actuarial Loss on Employee benefits   | 135                      |
|   | <hr/> <b>1,482</b> <hr/> |
| Net of Tax                              | <hr/> <b>999</b> <hr/>   |

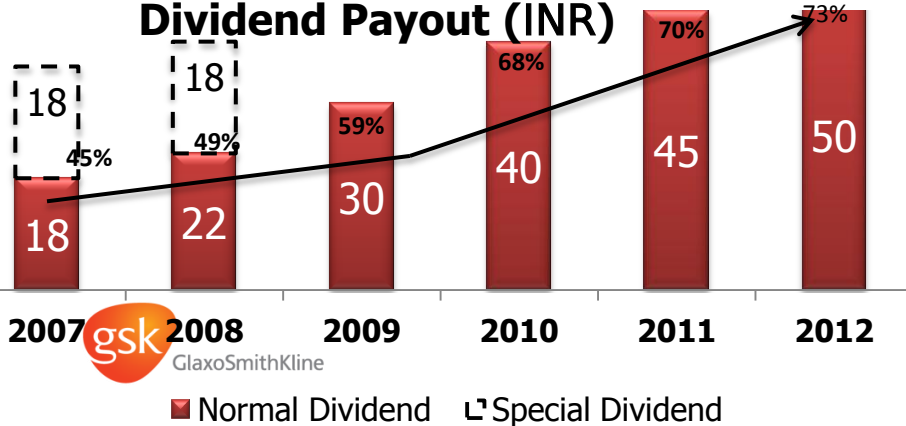
| <b>CASH FLOW</b>   |  | <i>INR Mn</i> | <b>2012</b>    |
|--|--|---------------|----------------|
| Profit before taxation and exceptional items                               |  |               | <b>9,948</b>   |
| Depreciation and other non-operating activities                            |  |               | <b>(1,742)</b> |
| Operating profit before working capital changes<br>(Increase)/Decrease in: |  |               | <b>8,206</b>   |
| Inventories  |  |               | <b>471</b>     |
| Trade and other receivables  |  |               | <b>(510)</b>   |
| Trade payables and other liabilities                                       |  |               | <b>380</b>     |
| <b>Cash generated from operations</b>                                      |  |               | <b>8,548</b>   |
| Taxes Paid   |  |               | <b>(3,138)</b> |
| <b>Net Cash Flow from operations</b>                                       |  |               | <b>5,410</b>   |
| Capex  |  |               | <b>(387)</b>   |
| Investment Income  |  |               | <b>1,799</b>   |
| Redemption of Investments  |  |               | <b>570</b>     |
| Dividend   |  |               | <b>(4,371)</b> |
| <b>Cash flow before exceptional items</b>                                  |  |               | <b>3,021</b>   |
| Exceptional items:   |  |               |                |
| Payments under Voluntary Retirement Scheme                                 |  |               | <b>(911)</b>   |
| DPEA Interest  |  |               | <b>(1,368)</b> |
| Thane operating costs  |  |               | <b>(194)</b>   |
| <b>Net increase in cash and bank balances</b>                              |  |               | <b>547</b>     |

# Financial performance

## EPS and Book Value per share (INR)



## Dividend Payout (INR)



GlaxoSmithKline



**Thank you**