



# **Analysts Meet 2006**

## Highlights :2006

- Parit reaches no.5 position amongst Rabiprazole brands.
- Windamet becomes the leading brand amongst Rosiglitazone/Metformin combinations.
- Windia at no.4 position amongst Rosiglitazone brands.
- Plans to launch Carvidelol, a second generation antibiotic, Arixtra, possibly Tykerb in 2007.

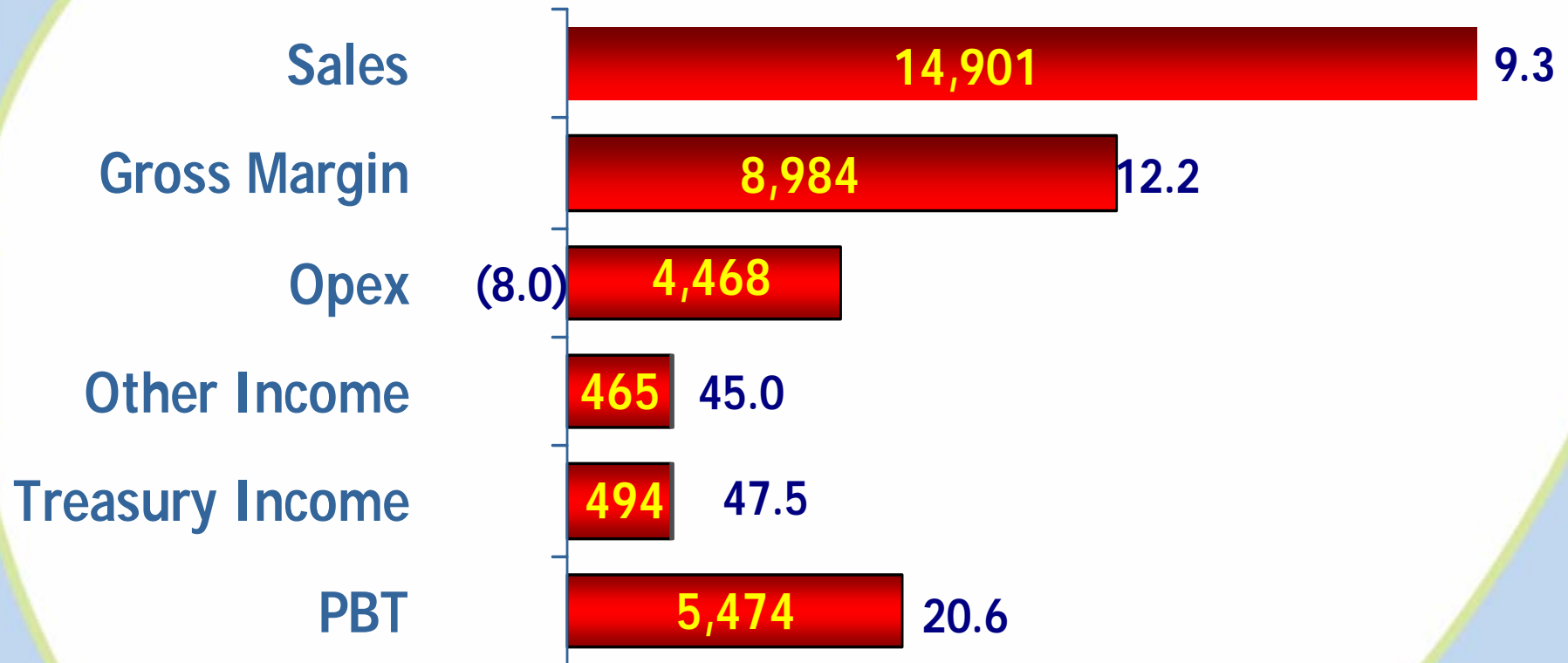
# Financials 2006

Jan - Dec 05			Jan - Dec 06		Change	
Rs. L.	% to Sales		Rs. L.	% to Sales	Rs. L.	% to Sales
1575,89		Sales	1677,57			
90,59		Less: Excise Duty on Sales	124,65			
<b>1485,30</b>	<b>100.0</b>	<b>Net Sales</b>	<b>1552,92</b>	<b>100.0</b>	<b>67,62</b>	<b>4.6</b>
32,19		Other Income	46,52		14,33	
10,00		Treasury Income	15,06		5,06	
23,45		Interest income	34,26		10,81	
<b>1550,94</b>		<b>Total Income</b>	<b>1648,76</b>			
626,46	42.2	Materials Consumed	624,52	40.2	(1,94)	(0.3)
14,92	1.0	Excise Duty on stock/samples	14,50	0.9	(,42)	
415,92	28.0	Operating and Other Expenses	437,94	28.2	22,02	5.3
15,73		Depreciation	15,85		12	
<b>1073,03</b>	<b>72.2</b>	<b>Total Expenditure</b>	<b>1092,81</b>	<b>70.4</b>		1.8
<b>477,91</b>	<b>32.2</b>	<b>PBT before exceptional</b>	<b>555,95</b>	<b>35.8</b>	<b>78,04</b>	<b>16.3</b>
171,63	11.6	Provision for Taxation (incl. FBT)	194,23	12.5	22,60	
<b>306,28</b>	<b>20.6</b>	<b>PAT before exceptional</b>	<b>361,72</b>	<b>23.3</b>	<b>55,44</b>	<b>18.1</b>
195,80		Exceptional net of tax	183,79			
<b>502,08</b>		<b>Net Profit</b>	<b>545,51</b>			
858,84	57.8	Gross Margin	928,40	59.8	69,56	8.1
460,19	31.0	EBIDTA (excluding treasury income)	522,48	33.6	62,29	13.5

# Growth in 2006

*(continuing business)*

*In INR Mn*



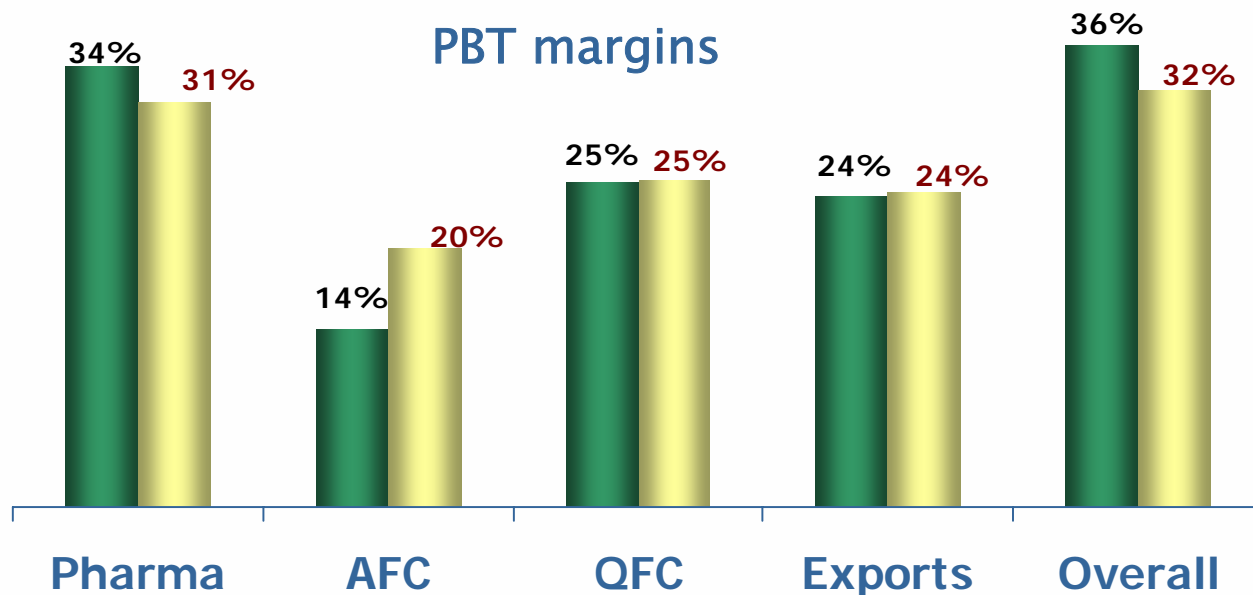
# Financials 2006

*(continuing businesses)*

Jan - Dec 05			Jan - Dec 06		Change	
Rs. L.	% to Sales		Rs. L.	% to Sales	Rs. L.	% to Sales
1454,49		Sales	1614,72			
90,59		Less: Excise Duty on Sales	124,65			
<b>1363,90</b>	<b>100.0</b>	<b>Net Sales</b>	<b>1490,07</b>	<b>100.0</b>	<b>126,17</b>	<b>9.3</b>
32,19		Other Income	46,52		14,33	
10,00		Treasury Income	15,06		5,06	
23,45		Interest income	34,26		10,81	
<b>1429,54</b>		<b>Total Income</b>	<b>1585,91</b>			
563,56	41.3	Materials Consumed	591,71	39.7	28,15	5.0
14,92	1.1	Excise Duty on stock/samples	14,50	1.0	(42)	
383,41	28.1	Operating and Other Expenses	417,56	28.0	34,15	8.9
13,79		Depreciation	14,76		97	
<b>975,68</b>	<b>71.5</b>	<b>Total Expenditure</b>	<b>1038,53</b>	<b>69.7</b>		<b>6.4</b>
<b>453,86</b>	<b>33.3</b>	<b>PBT before exceptional</b>	<b>547,38</b>	<b>36.7</b>	<b>93,52</b>	<b>20.6</b>
800,34	58.7	Gross Margin	898,36	60.3	98,02	12.2
434,20	31.8	EBIDTA (excluding treasury income)	512,82	34.4	78,62	18.1

# Segmental Performance

Sales Rs. Mn	13732	629	866	302	15529
<i>Growth %</i>	9.2	(48.2)	8.7	10.4	4.6
Continuing businesses Growth %					9.3



Profit Rs. Mn	4529	86	218	73	5560
<i>Growth %</i>	21.0	(48.6)	8.8	9.2	16.3
Continuing businesses Growth %					20.6

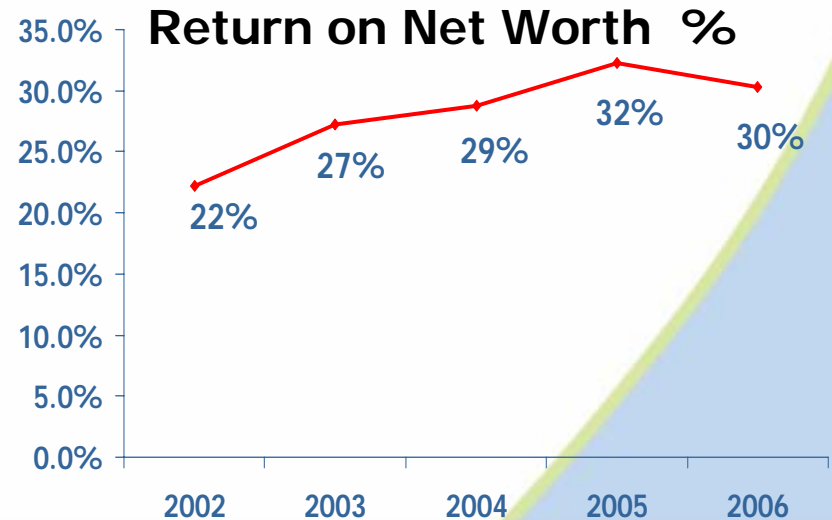
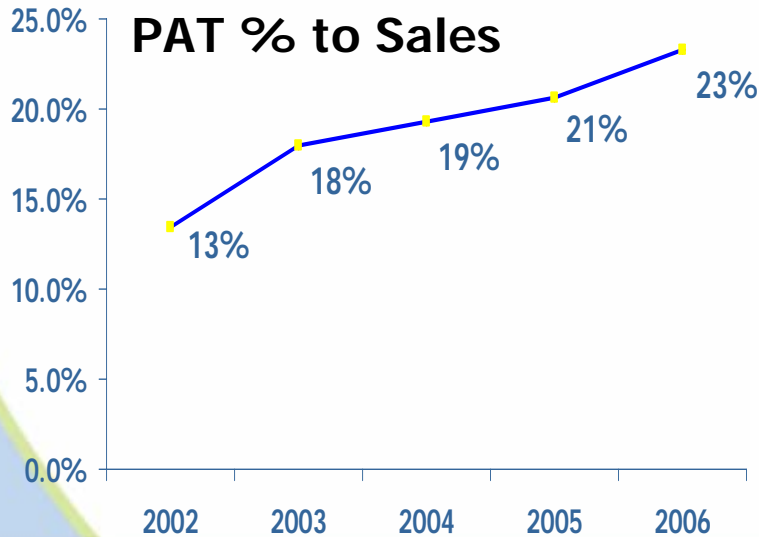
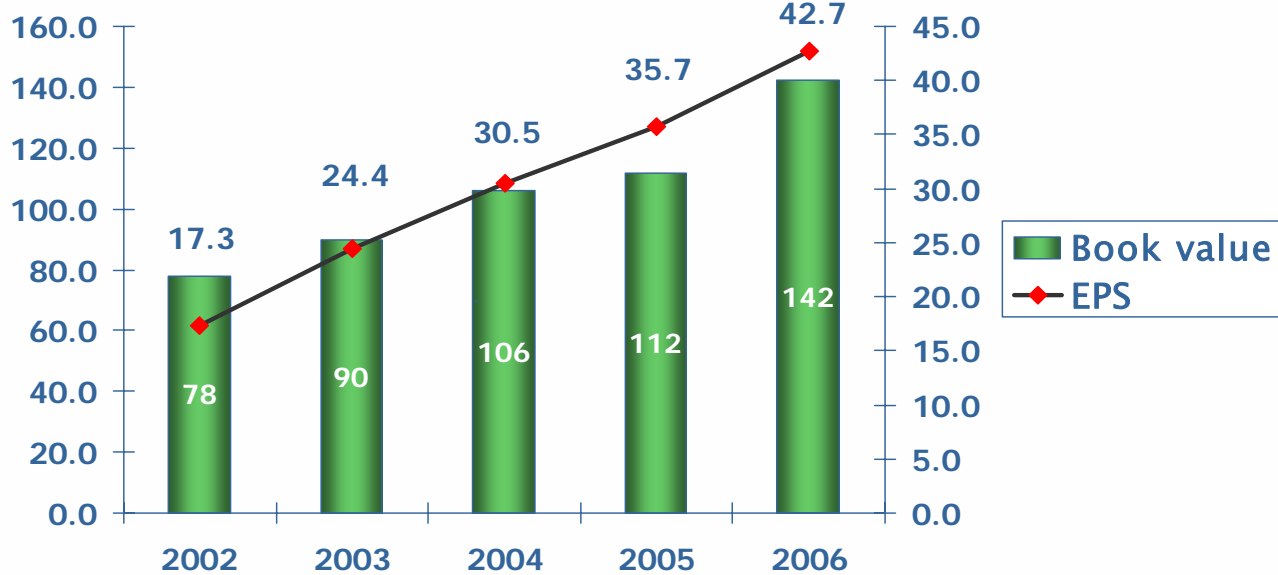
# Exceptional

*In INR Mn*

	Actuals 2006	Actuals 2005
Govt. demand / provision for Pricing (Zevit / Salbutamol formulations)	(28)	(176)
Profit on sale of AFC business	1,870	-
Expenses incidental to sale of AFC business	(7)	
Share Buyback	-	(19)
Property Sale	-	2,166
Compulsory deductible under flood loss policy	-	(4)
Other Sundry (Site closure)	-	(26)
<b>Total</b>	<b>1836</b>	<b>1942</b>
Tax	2	16
	<b>1838</b>	<b>1958</b>

# Strong financial performance

## EPS and Book Value per share





# End of Presentation