

**FOR IMMEDIATE RELEASE**

## **Sun Pharma reports Q3 results**

*Net Sales Rs. 7,047 crores, Net Profit Rs.1,417 crores*

Mumbai, February 12, 2016: Sun Pharmaceutical Industries Ltd. (Reuters: SUN.BO, Bloomberg: SUNP IN, NSE: SUNPHARMA, BSE: 524715, Sun Pharma) reported financials for third quarter and nine months ending December 31, 2015.

### **Highlights of Q3FY16 consolidated financials**

- Net sales / Income from operations at Rs. 7,047 crores, a growth of 2% over same quarter last year.
- India sales at Rs. 1,890 crores, up by 8% over Q3 last year.
- US finished dosage sales at US\$ 486 million.
- Emerging Markets sales at US\$ 151 million.
- Rest of World sales at US\$ 85 million.
- R&D investments at Rs. 582 crores, 8.3% of net sales compared to 7.5% of net sales for Q3 last year.
- EBITDA at Rs. 2,134 crores, resulting EBITDA margin of 30.3%.
- Net profit for the quarter was at Rs. 1,417 crores

### **Highlights of 9m FY16 consolidated financials**

- Net sales / Income from operations at Rs. 20,376 crores, a de-growth of 3.8% over same period last year
- India sales at Rs. 5,493 crores, a growth of 7% over 9 months last year.
- US finished dosage sales at US\$ 1,484 million.
- Emerging Markets sales at US\$ 424 million
- Rest of World sales at US\$ 252 million
- R&D investments at Rs. 1,591 crores, 7.8% of net sales compared to 6.2% of net sales for 9 months last year.
- EBITDA at Rs. 5,656 crores, resulting EBITDA margin of 27.8%. EBITDA for 9m FY16 includes certain one-time charges related to restructuring and other write-offs.
- Other operating income for the 9 months FY16 includes the proceeds from brand divestments as mandated by various competition authorities pertaining to the Ranbaxy acquisition.
- Net profit for the 9 months FY16 was adversely impacted by the above mentioned one-time items as well as exceptional charges of Rs. 685 crores reported in Q1FY16. These exceptional charges relate to impairment of fixed assets and goodwill and other related costs and have arisen on account of integration and optimization measures. As a result, the net profit for the 9 months FY16 was at Rs. 3,002 crores.

These results were taken on record by the Board of Directors at a meeting held in Mumbai today.

Dilip Shanghvi, Managing Director of the Company said, "Our results for Q3 indicates sequentially improving quality of business and performance. This is despite adverse currency movements and increase in R&D investments. The synergy benefits of the Ranbaxy acquisition have begun to reflect in our financials. We remain committed in allocating required resources for enhancing our specialty and complex generics pipeline."

### **India Business – Market Leadership**

Sale of branded formulations in India for Q3FY16 was Rs. 1,890 crores, up 8% from the corresponding quarter last year and accounting for 27% of total sales. Withdrawal of bonus offers continues to adversely impact sales in the acute segment. For the 9 months, sales were at Rs. 5,493 crores, higher by 7% over same period last year. Sun

Pharma is ranked No. 1 and holds approximately 8.8% market share in the Rs. 96,000 crore pharmaceutical market as per Dec-2015 AIOCD-AWACS report.

As per latest SMSRC report, Sun Pharma is ranked no. 1 based on share of prescriptions with 12 classes of doctors. For Q3FY16, 7 new products were commercialized while for the 9 months, 21 new products were launched in the Indian market.

### **US Formulations**

Sales in the US were US\$ 486 million for the quarter, a reduction of 11% over same period last year and accounted for 45% of total sales. For the 9 months, sales were US\$ 1,484 million recording a decline of 15%. Sales for the quarter were impacted primarily due to competitive pressure on some products and temporary supply constraints arising from remediation efforts at the Halol facility. The Company had partly benefitted in same period last year from the 180-day exclusivity on Valsartan tablets in the US resulting in a higher base.

At the same time, Taro posted Q3 FY16 sales of US\$ 258 million, up 9% over Q3 last year. For the 9 months, sales were US\$ 686 million, up by 11% over 9 months last year. Taro's net profit for Q3 was US\$ 189 million, up 33% YoY. Net profit for 9 months FY16 was at US\$ 426 million, up by 28% over 9 months last year.

### **Emerging Markets**

Our sales in emerging markets were at US\$ 151 million for Q3, a decline of 7% from the corresponding quarter last year and accounted for 14% of total sales. For the 9 months, sales were US\$ 424 million, a drop of 13% over 9 months last year. The decline is the largely a result of volatile currency movements in certain emerging markets and a strategic decision of not participating in some low margin businesses.

### **Rest of World Markets**

Formulation sales in Rest of World (ROW) markets excluding US and Emerging Markets were US\$ 85 million in Q3FY16, a de-growth of 6% from the corresponding quarter last year. For the 9 months, sales were US\$ 252 million, a reduction of 15% over nine month last year. A conscious effort at reducing the participation in non-remunerative businesses has contributed to de-growth in the business. ROW markets accounted for approximately 8% of revenues for Q3 FY16.

### **Active Pharmaceutical Ingredients (API): Strategic strength**

The API business is of strategic importance due to benefits from vertical integration. We continue to increase the API supply for captive consumption significantly for key products. Concurrently, for Q3FY16, external sales of API were at Rs. 441 crores, up by 78% over Q3 last year. For the 9 months, API sales were up by 40% to Rs. 1,027 crores. Q3FY16 reflects the first full quarter consolidation of the opiates business in Australia which has partly boosted revenue growth.

### **Research – Investing for future**

Consolidated R&D expense for Q3FY16 was Rs. 583 crores, or 8.3% of sales compared to Rs. 515 crores or 7.5% of sales for Q3 last year. For 9 months, R&D spend was Rs. 1,591 crores at 7.8% of sales compared to Rs. 1,323 crores at 6.2% of sales for 9 month period last year. This increased R&D expenditure includes significant investments on account of funding the clinical development of Tildrakizumab, the IL-23 monoclonal anti-body in-licensed from MSD (US).

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Our comprehensive product offering in the US market consist of with approved ANDAs for 435 products while filings for 156 products await US FDA approval, including 10 tentative approvals. For the third quarter, 5 ANDAs were filed and 1 approval was received. In the 9 months, ANDAs for 11 products were filed and 9 approvals were received.

### **Winding down of JV with MSD**

Sun Pharma and MSD wholly owned subsidiaries have mutually decided to wind down their joint venture established in 2011, due to changes in the strategic priorities of both the parent companies. There will be no material impact of this development on Sun Pharma. Both the partners continue their collaboration for other business relationships including the strategic India-specific co-marketing partnership for Sitagliptin and the global Tildrakizumab program.

### **Earnings Call (06.30 pm IST, February 12, 2016)**

The Company will host an earnings call at 06.30 pm IST on February 12, 2016, where senior management will discuss the Company's performance and answer questions from participants. This call will be accessible through an audio dial-in and a web-cast.

*Audio conference* Participants can dial-in on the numbers below  
Primary number: +91 22 3960 0899  
Secondary number: +91 22 6746 8324  
*Playback of call: +91 22 3065 2322 Conference ID: 61080*

*Web-cast* More details will be provided through our website, [www.sunpharma.com](http://www.sunpharma.com)

To participate in the audio call, please dial the numbers provided above five to ten minutes ahead of the scheduled start time. The operator will provide instructions on asking questions before the call.

The transcript of the event will be available at [www.sunpharma.com](http://www.sunpharma.com). The playback will be available for a few days.

### **About Sun Pharmaceutical Industries Ltd. (CIN - L24230GJ1993PLC019050):**

Sun Pharma is the world's fifth largest specialty generic pharmaceutical company and India's top pharmaceutical company. A vertically integrated business, economies of scale and an extremely skilled team enable us to deliver quality products in a timely manner at affordable prices. It provides high-quality, affordable medicines trusted by customers and patients in over 150 countries across the world. Sun Pharma's global presence is supported by 49 manufacturing facilities spread across 6 continents, R&D centres across the globe and a multi-cultural workforce comprising over 50 nationalities. The consolidated revenues for 12 months ending March 2015 are approximately US\$ 4.5 billion, of which US contributes US\$ 2.2 billion. In India, the company enjoys leadership across 12 different classes of doctors with 30 brands featuring amongst top 300 pharmaceutical brands in India. Its footprint across emerging markets covers over 100 markets and 6 markets in Western Europe. Its Global Consumer Healthcare business is ranked amongst Top 10 across 4 global markets. Its API business footprint is strengthened through 14 world class API manufacturing facilities across the globe. Sun Pharma fosters excellence through innovation supported by strong R&D capabilities comprising about 2,000 scientists and R&D investments of over 7% of annual revenues. For further information please visit [www.sunpharma.com](http://www.sunpharma.com) & follow us on Twitter @SunPharma\_Live

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