



# Q2FY2013 Results Presentation

05<sup>th</sup> November 2012

# Disclaimer



Except for the historical information contained herein, statements in this presentation and any subsequent discussions, which include words or phrases such as "will", "aim", "will likely result", "would", "believe", "may", "expect", "will continue", "anticipate", "estimate", "intend", "plan", "contemplate", "seek to", "future", "objective", "goal", "likely", "project", "on-course", "should", "potential", "pipeline", "guidance", "will pursue" "trend line" and similar expressions or variations of such expressions may constitute "forward-looking statements".

These forward-looking statements involve a number of risks, uncertainties and other factors that could cause actual results to differ materially from those suggested by the forward-looking statements.

These risks and uncertainties include, but are not limited to Piramal Enterprise Limited's ability to successfully implement its strategy, the Company's growth and expansion plans, obtain regulatory approvals, provisioning policies, technological changes, investment and business income, cash flow projections, exposure to market risks as well as other risks.

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## Financial highlights Q2 FY2013

# Business Mix – Consolidated Q2 FY2013



Rs. Crores

No.	Net Sales break-up	% Sales	Quarter II ended			Half Yearly ended		
			30-Sep-12	30-Sep-11	% Gr	30-Sep-12	30-Sep-11	% Gr
1	Pharma Solutions	42.3%	364.9	305.1	19.6%	749.5	595.3	25.9%
	From Assets in India	22.2%	191.9	187.4	2.4%	430.6	359.8	19.7%
	From Assets Outside India	20.0%	173.0	117.7	47.0%	319.0	235.5	35.5%
2	Piramal Critical Care	18.0%	155.5	91.6	69.8%	302.4	182.7	65.5%
3	OTC & Ophthalmology	7.8%	67.7	57.1	18.6%	139.4	112.8	23.6%
4	DRG	20.0%	172.6	-	-	230.3	-	-
5	Financial Services	6.3%	54.7	6.6	-	97.1	6.6	-
6	Investment Income	3.4%	29.6	50.5	-41.5%	61.6	121.5	-49.3%
7	Others	2.2%	18.6	24.0	-22.6%	30.5	28.0	9.0%
<b>Total</b>		<b>100.0%</b>	<b>863.5</b>	<b>534.7</b>	<b>61.5%</b>	<b>1,610.8</b>	<b>1,046.7</b>	<b>53.9%</b>

Notes:

1. Investment income for Q2FY13 is lower due to investment of ~Rs. 5,862 crores for buying ~11% stake in Vodafone India
2. Financial Services revenue includes revenue from NBFC and IndiaReit Fund

# Profit & Loss Account – Consolidated – Q2 FY2013



Rs. Crores

Period ended - Consolidated	Q2 Ended			H1 Ended		
	30-Sep-12	30-Sep-11	% Gr	30-Sep-12	30-Sep-11	% Gr
Total operating income	863.5	534.7	61.5%	1,610.8	1,046.7	53.9%
NCE R&D Exps	54.7	-	-	87.7	-	-
Other Operating Expenses	735.1	507.6	44.8%	1,370.9	941.1	45.7%
OPBIDTA	73.7	27.2	171.1%	152.2	105.3	44.5%
OPM %	8.5%	5.1%	-	9.4%	10.1%	-
Non-operating other income	28.3	102.6	-72.4%	85.8	179.0	-52.1%
EBIDTA	102.0	129.8	-21.4%	237.9	284.6	-16.4%
Interest	122.2	19.6	524.3%	209.8	30.6	586.1%
Depreciation	56.3	28.6	96.8%	97.4	55.6	75.2%
Profit before tax	(76.6)	81.6	-	(69.2)	198.5	-
Exceptional items	0.3	(1.1)	-	1.6	1.1	-
Income tax	14.6	27.6	-	15.4	54.5	-
Profit after tax	(91.5)	52.9	-	(86.1)	142.9	-
EPS (Rs.)	(5.3)	3.2	-	(5.1)	8.5	-

Notes:

1. Non-operating other income is mainly FX gain arising out of restatement of receivables from sales of Healthcare solutions business

# Consolidated Balance Sheet – Q2 FY2013



Rs. Crores

Period ended- Consolidated	As at	As at
	30-Sep-12	30-Sep-11
Equity capital	34.5	33.4
Reserves & Surplus	11,261.5	11,879.2
Networth	11,296.0	11,912.7
Minority interest	9.5	7.7
Deferred tax liability	58.4	46.1
Loan funds	6,331.9	1,088.9
<b>Total</b>	<b>17,695.9</b>	<b>13,055.4</b>
Net fixed assets	5,892.2	1,717.9
Investments	6,855.1	3,917.5
Net current assets	4,948.7	7,420.0
Inventories	519.8	455.6
Sundry debtors	558.9	351.9
Other current assets	5,162.9	7,546.2
Current liabilities	1,292.9	933.7
<b>Total</b>	<b>17,695.9</b>	<b>13,055.4</b>

Notes:

1. The increase in loan funds is mainly due to debt raised for acquisition of DRG
2. Net fixed assets increased due to consolidation of DRG assets
3. Increase in investments due to additional investment in equity of Vodafone India in February 2012

# Key Business Highlights

# Pharma Solutions

## Indian assets

- Successfully backward integrated two products from overseas facility to Ennore
- Ahmedabad site has successfully completed EU-GMP audit

## Overseas assets

- Signed new contract at Morpeth facility; Commercial supplies likely to commence by 2015
- Signed CTS study agreement for a Phase III product at Morpeth
- ADC facility at Grangemouth selected as one of customer's Phase II scale up partner and entered into a partnership with Fujifilms

## Awards & recognition

- Digwal facility awarded with Best Audit Performance award in the category of Occupational Health & Safety Award – 2012



## Critical Care & OTC

### Critical Care

- Significant increase in Sevoflurane production
- Initiated facility expansion at our manufacturing facilities
- Commenced sales in two countries in EU.
- On schedule for launch in other major European markets over the next two quarters
- Sales growth driven by increased sales of Sevoflurane across markets

### OTC

- Launched new product - Lacto Calamine Sun Shield - in Q2FY2013; received a favourable initial response from trade
- Plan for launching new products in emerging therapeutic areas in Q3

## Financial Services

### **Indiareit**

- Raised Mumbai Redevelopment Fund, closed the fund of Rs. 400 crores from domestic investors

### **NBFC**

- Consolidated Loan book as of 30th September 2012 stood at Rs. 812 crores
- Plan to open offices in Bangalore in this year and later in Chennai and Pune

# Information Management (DRG)



- Continues to achieve high customer retention rate at 95%
- 2013 contract renewal rates in mid 90's
- Won major 2013 contract from top 25 key customers

Thank you