

**For Immediate Release**

**Alembic Ltd.  
Consolidated Results for year 31.03.2010**

**Editors Synopsis**

- **Net sales up by 3% at 267 crores for the quarter ended March 2010**
- **Net sales at Rs 1149 crores for year ended 2009-10**
- **Net profit for the quarter Rs. 0.42 crores against loss of Rs. 1.47 crores for corresponding quarter last year**
- **Net Profit at Rs. 40 crores for year 2009-10**
- **Pen G business continues to drag profits down due to unfair dumping by Chinese companies**
- **Total formulations regulatory export sales for the year grew by 42% to Rs. 102 crores vis-à-vis Rs. 72 crores over previous year.**
- **Dividend of Rs. 0.50 per equity share i.e. 25%. (PY – Rs. 0.40/- per share i.e. 20%)**

**Vadodara, 5<sup>th</sup> May, 2010**

Alembic Limited reported net sales for the year ended March 31, 2010 at Rs 1149 crores (up by 1%) compared to Rs 1134 crores in previous year, while net profit for year ended March 31, 2010 was Rs. 39.54 crores against Rs 10.82 crores posted in last fiscal.

Sales for the fourth quarter stood at Rs 267 crores, as compared to Rs 259 crores in the corresponding quarter previous year. The Company reported a net profit of Rs 0.42 crores for the quarter ended March 31, 2010, as against net loss of Rs 1.47 crores posted in the same period of last fiscal.

#### **International Business:**

Total Export sales for the year de-grew by 2% to Rs. 445.09 crores vis-à-vis Rs. 455.36 crores over previous year.

The Company's efforts in last few quarters to get into regulated markets have given good results. Total sales to Regulated markets of formulations increased by 42% to Rs. 102 crores against Rs. 72 crores for last year.

The penicillin prices again continue to be subdued at around 7.5\$ / BU for quarter and has become a major drag on the company's profits. Company's efforts for Government intervention on implementing Anti Dumping Duty on Penicillin imports in country has not yielded results.

#### **Domestic Formulation Business:**

Domestic formulations sales grew by 6% during the year and posted sales of Rs. 584.90 crores against Rs. 554.19 crores in previous year.

Company recorded secondary sales growth of 25% in March 2010 MAT against Industry growth of 18%. The market share grew to 1.91% against 1.81% (as per ORG IMS – March 2010). Azithral recorded Rs. 102 crores of sales. This is first ever Alembic brand to reach Rs. 100 Crore mark in ORG IMS. It is 16th brand in Industry to cross Rs. 100 Crore sales.

With this background Company is confident of posting much better results both in terms of sales and profitability in non Penicillin business.

**Summary of total revenue for the full year is as under:**

(Rs. in Lacs)

Consolidated		Particulars	Standalone	
FY10	FY09		FY10	FY09
		<b>Formulation</b>		
58490	55420	Domestic	58490	55420
4576	4765	Exports	4576	4765
10200	7200	Regulatory	10200	7200
		<b>API</b>		
11865	12411	Domestic	11865	12411
7198	7444	Exports	7198	7444
21400	25095	Regulatory	9737	23685
1140	1033	Export Incentives and R & D income	1140	1033
<b>114869</b>	<b>113368</b>	<b>Total</b>	<b>103206</b>	<b>111958</b>

**Summary of total revenue for the Quarter is as under:**

(Rs. in Lacs)

Consolidated		Particulars	Standalone	
Q4FY10	Q4FY09		Q4FY10	Q4FY09
		<b>Formulation</b>		
13143	11443	Domestic	13143	11443
1726	827	Exports	1726	827
2235	2665	Regulatory	2235	2665
		<b>API</b>		
3871	2776	Domestic	3871	2776
2137	1898	Exports	2137	1898
3165	6086	Regulatory	2248	4676
414	212	Export Incentives and R & D income	414	212
<b>26691</b>	<b>25907</b>	<b>Total</b>	<b>25774</b>	<b>24497</b>

The Profit break-up for the year is as under:

(Rs. in Lacs)

Consolidated		Particulars	Standalone	
FY10	FY09		FY10	FY09
11688	13038	Operating Income	9662	12656
4381	1665	Profit Before Non-recurring items	2355	1312
3954	1082	Net Profit after Tax	2068	729

The Profit break-up for the quarter is as under:

(Rs. in Lacs)

Consolidated		Particulars	Standalone	
Q4FY10	Q4FY09		Q4FY10	Q4FY09
1865	1547	Operating Income	1661	1152
146	-220	Profit Before Non-recurring items	-58	-586
42	-147	Net Profit after Tax	-22	-513

Earnings per Share (EPS) for the year ended March 31, 2010 worked out to Rs. 2.93 as compared to Rs. 0.78 for last fiscal.

The Board has recommended dividend of Rs. 0.50 per equity share i.e. 25% for the year ended March 31, 2010, against dividend of Rs. 0.40/- per equity share i.e. 20% for last year.

## **About Alembic Limited**

Established in 1907, Alembic Ltd. is a leading pharmaceutical company in India. The company is vertically integrated with the ability to develop, manufacture and market pharmaceutical products, pharmaceutical substances and Intermediates. Alembic is the market leader in Macrolides segment of anti-infective drugs in India.

Alembic's manufacturing facilities are located in Vadodara and Baddi in Himachal Pradesh. The plant at Vadodara has the largest fermentation capacity in India. The Panelav facility houses the API and formulation manufacturing (both US FDA approved) plants. The plant at Baddi, Himachal Pradesh manufactures formulations for the domestic and non-regulated export market. The company has a state of the art Research Centre at Vadodara.

### **For more information:**

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