



Novartis India Limited

Regd. off: Sandoz House, Shivsagar Estate, Dr Annie Besant Road, Worli, Mumbai 400 018

SEGMENT REVENUE, RESULTS AND CAPITAL EMPLOYED

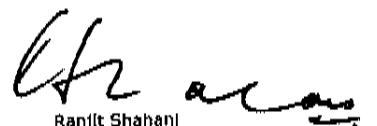
Rupees Million

Sr. No.	Particulars	Quarter ended 31.12.2011 (Unaudited)	Quarter ended 30.09.2011 (Unaudited)	Quarter ended 31.12.2010 (Unaudited)	Nine Months ended 31.12.2011 (Unaudited)	Nine Months ended 31.12.2010 (Unaudited)	Year ended 31.03.2011 (Audited)
1.	Segment revenue						
	(a) Pharmaceuticals	1,421.5	1,400.9	1,249.3	4,167.8	3,761.5	4,897.8
	(b) Generics	127.1	131.6	118.5	388.3	344.1	473.4
	(c) OTC	340.6	324.2	284.6	873.9	748.6	1,008.6
	(d) Animal Health	206.7	210.9	188.0	614.0	518.1	706.6
	Net Sales	2,095.9	2,067.6	1,840.4	6,044.0	5,372.3	7,086.4
2.	Segment results before interest and tax						
	(a) Pharmaceuticals	333.6	422.3	384.1	1,106.1	1,135.1	1,425.6
	(b) Generics	57.5	38.8	58.9	155.0	147.8	210.4
	(c) OTC	71.1	56.7	35.2	147.0	47.1	54.0
	(d) Animal Health	14.3	19.9	5.4	54.7	35.5	56.9
	Total	476.5	537.7	483.6	1,462.8	1,365.5	1,746.9
	Add/(Less):						
	(a) Interest	(0.6)	(1.8)	(0.6)	(3.2)	(1.8)	(2.8)
	(b) Other unallocable expenditure	(104.4)	(72.8)	(61.8)	(236.4)	(157.9)	(200.6)
	(c) Other unallocable income	189.1	186.9	181.1	546.7	467.2	645.6
	Total Profit before Taxation	560.6	650.0	602.3	1,769.9	1,673.0	2,189.1
3.	Capital employed						
	(Segment assets less segment liabilities)						
	(a) Pharmaceuticals	53.9	374.9	200.3	53.9	200.3	223.2
	(b) Generics	56.3	40.5	21.1	56.3	21.1	79.5
	(c) OTC	6.1	0.3	(31.6)	6.1	(31.6)	(26.0)
	(d) Animal Health	240.0	242.3	132.2	240.0	132.2	173.2
	Total	356.3	658.0	322.0	356.3	322.0	449.9
	Add: Unallocable corporate assets less unallocable corporate liabilities	7,864.6	7,179.4	6,738.5	7,864.6	6,738.5	6,580.0
	Total capital employed	8,220.9	7,837.4	7,060.5	8,220.9	7,060.5	7,029.9

Notes:

- The above results were reviewed by the Audit Committee at its meeting held on 30th January 2012 and approved at the meeting of the Board of Directors held on that date.
- The results for the quarter ended 31st December 2011 have been subjected to limited review by the statutory auditors of the company.
- Provision for Taxation - Current tax includes:
 - charge for earlier year of Nil for the quarter ended 31st December 2011 (2010: Rs. 1.5 million) and Rs. 7.0 million for the nine months ended 31st December 2011 (2010: Rs. 1.5 million) and
 - write back of provision for earlier year - Nil for the quarter ended 31st December 2011 (2010: Rs. 5.7 million) and Nil for the nine months ended 31st December 2011 (2010: Rs. 11.6 million).
- During the quarter, 3 investor complaints were received and resolved. No complaints were pending either at the beginning or at the end of the
- Figures for the prior periods have been regrouped where necessary.

By Order of the Board


 Ranjit Shahani
 Vice Chairman and Managing Director
 Mumbai, 30th January 2012

Novartis India Limited
Sandoz House
Shivsagar Estate
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Worli, Mumbai 400 018
India



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Novartis India Announces Results for the Quarter and Nine Months ended 31 December 2011

At a meeting held in Mumbai today, the Board of Novartis India Limited approved results for the quarter and nine months ended 31 December 2011. During the quarter ended December 2011 sales of Rs 209.6 crore registered a growth of 13.9% over sales during the corresponding previous quarter.

During the quarter under review, our core business, Pharmaceuticals recorded sales of Rs 142.2 crore (Rs 124.9 crore). The Generics business recorded sales of Rs 12.7 crore (Rs 11.9 crore). The Animal Health business registered sales of Rs 20.7 crore (Rs 18.8 crore). OTC business registered sales of Rs 34.1 crore (Rs 28.5 crore).

Profit before tax was Rs 56.1 crore (Rs 60.2 crore). After providing for tax of Rs 17.7 crore (Rs 19.7 crore), profit after tax stood at Rs 38.4 crore (Rs 40.5 crore). An unprecedented depreciation in the value of the rupee impacted the financial results of the quarter under review.

During the nine months ended December 2011 sales of Rs 604.4 crore registered a growth of 12.5% over sales during the corresponding previous nine months period.

During the nine months under review, our core business, Pharmaceuticals registered sales of Rs 416.8 crore (Rs 376.2 crore). The Generics business recorded sales of Rs 38.8 crore (Rs 34.4 crore). The Animal Health business registered sales of Rs 61.4 crore (Rs 51.8 crore). OTC business registered sales of Rs 87.4 crore (Rs 74.9 crore).

Profit before tax was Rs 177.0 crore (Rs 167.3 crore). After providing for tax of Rs 57.9 crore (Rs 54.7 crore), profit after tax stood at Rs 119.1 crore (Rs 112.6 crore).

Note: All figures in brackets refer to prior corresponding period.

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