

**FOR IMMEDIATE RELEASE**

## **Sun Pharma reports Q1FY18 results** *Q1 Gross Sales at Rs. 6,167 crores* *Q1 Adjusted Net Profit at Rs. 526 crores*

Mumbai, August 11, 2017: Sun Pharmaceutical Industries Ltd. (Reuters: SUN.BO, Bloomberg: SUNP IN, NSE: SUNPHARMA, BSE: 524715) reported financials for the first quarter ending June 30<sup>th</sup>, 2017.

### **Highlights of Q1FY18 consolidated financials**

- Sales / Income from operations at Rs. 6,167 crores, de-growth of 23% over same quarter last year.
- India sales at Rs. 1,761 crores, down by 5% over Q1 last year.
- US finished dosage sales at US\$ 351 million down by 42% over Q1 last year. US sales for Q1 last included the benefit of the 180-day exclusivity for Imatinib which expired in July-2016.
- Emerging Markets sales at US\$ 168 million up by 9% over Q1 last year.
- Rest of World sales at US\$ 115 million, growth of 37% over Q1 last year.
- R&D investments at Rs. 522 crores (8.5% of sales) compared to Rs. 531 crores (6.6% of sales) for Q1FY17.
- EBITDA at Rs. 1,054 crores, resulting EBITDA margin of 17.1%.
- Net profit for the quarter was adversely impacted by settlements with certain plaintiffs related to the Modafinil antitrust litigation in the US, with the settlement amounting to Rs 950 crores. Excluding the Modafinil settlement, our adjusted net profit for Q1FY18 was at Rs. 526 crores, down 74% over Q1 last year, with resulting adjusted net profit margin of 8.5%. Net profit for Q1 last year included the benefit of the 180-day exclusivity for Imatinib which expired in July-2016.

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 Q1 performance was not good and not in line with our past performance due to the combined impact of increasing investments in our global specialty business, temporary disruption in our India business due to GST implementation, a challenging US generic pricing environment and the Modafinil settlement. We expect our performance to gradually improve in the second half of this year."

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

Sale of branded formulations in India for Q1FY18 was Rs. 1,761 crores, down 5% and accounting for 29% of total sales. Growth was temporarily impacted by the implementation of GST in India; however the underlying growth remains robust.

Sun Pharma is ranked No. 1 and holds approximately 8.6% market share in the over Rs. 110,000 crore Indian pharmaceutical market as per June-2017 AIOCD-AWACS report. As per latest SMSRC report, Sun Pharma is ranked no. 1 based on share of prescriptions with 11 classes of doctors. For Q1FY18, the company launched 10 new products in the Indian market.

### **US Formulations**

Sales in the US were US\$ 351 million for the quarter, a de-growth of 42% over same period last year and accounted for 37% of total sales. Sales for Q1 last year included the benefit of generic Imatinib exclusivity which expired in July-2016. Besides Imatinib, the overall pricing pressure in the US generics market also impacted the YoY growth.

At the same time, Taro posted Q1 FY18 sales of US\$ 161 million, down 31% over Q1 last year. Taro's net profit for Q1 was US\$ 55 million, down by 50% over Q1 last year.

### **Emerging Markets**

Our sales in emerging markets were at US\$ 168 million for Q1; a growth of 9% compared to the same quarter last year and accounted for 18% of total sales. The growth was partly boosted by the consolidation of the Biosintez acquisition in Russia.

### **Rest of World Markets**

Formulation sales in Rest of World (ROW) markets excluding US and Emerging Markets were US\$ 115 million in Q1FY18, a growth of 37% from Q1 last year and accounting for approximately 12% of revenues. The growth was partly boosted by the consolidation of revenues from the acquisition of 14 brands from Novartis.

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

Our API business imparts benefits of vertical integration for our formulations business. We continue to increase the API supply for captive consumption for key products. For Q1FY18, external sales of API were at Rs. 309 crores, down by 34% over Q1 last year.

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

Consolidated R&D expense for Q1FY18 was Rs. 522 crores, or 8.5% of sales compared to Rs. 531 crores or 6.6% of sales for Q1 last year. This R&D expenditure includes investments on account of funding the clinical development of our global specialty pipeline.

We have a comprehensive product offering in the US market consisting of approved ANDAs for 433 products while filings for 151 ANDAs await US FDA approval, including 16 tentative approvals. For the quarter, 5 ANDAs were filed and 8 approvals were received. Additionally, the pipeline includes 37 approved NDAs while 5 NDAs await US FDA approval.

### **Disclaimer:**

Statements in this "Document" describing the Company's objectives, projections, estimates, expectations, plans or predictions or industry conditions or events may be "forward looking statements" within the meaning of applicable securities laws and regulations. Actual results, performance or achievements could differ materially from those expressed or implied.

### **Earnings Call** (06.30 pm IST, August 11, 2017)

The Company will host an earnings call at 06.30 pm IST on August 11, 2017, 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

Playback of call: +91 22 3065 2322, Conference ID: 28709

#### *Web-cast*

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

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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 fourth 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 42 manufacturing facilities spread across 6 continents, R&D centres across the globe and a multi-cultural workforce comprising over 50 nationalities. In India, the company enjoys leadership across 11 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 3 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 approximately 8% 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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