## Cadila Healthcare Ltd. - Consolidated Gross Sales Break-up

| Rs. Mio. | Q1 <br> $\mathbf{1 6 - 1 7}$ | Q1 <br> $\mathbf{1 5 - 1 6}$ | \% Gr <br> $\mathbf{y - y}$ |
| :--- | ---: | ---: | ---: |
|  |  |  |  |
| Formulations Business - Key Markets | $\mathbf{1 8 , 2 0 8}$ | $\mathbf{1 9 , 0 5 3}$ | $\mathbf{- 4 . 4 \%}$ |
| US Formulations | 8,483 | 9,850 | $-13.9 \%$ |
| India Formulations | 7,862 | 7,404 | $6.2 \%$ |
| Latin America Formulations | 527 | 553 | $-4.7 \%$ |
| Emerging Markets Formulations | 1,336 | 1,246 | $7.3 \%$ |
|  |  |  |  |
| Other Businesses and Alliances | $\mathbf{4 , 4 1 6}$ | $\mathbf{4 , 0 5 3}$ | $\mathbf{8 . 9 \%}$ |
| Europe Formulations | 792 | 836 | $-5.3 \%$ |
| Consumer Wellness | 1,161 | 1,035 | $12.2 \%$ |
| Animal Health \& Others | 1,097 | 763 | $43.8 \%$ |
| APIs | 976 | 980 | $-0.4 \%$ |
| Alliances | 390 | 440 | $-11.3 \%$ |
|  |  |  |  |
| Grand Total | $\mathbf{2 2 , 6 2 4}$ | $\mathbf{2 3 , 1 0 6}$ | $\mathbf{- 2 . 1 \%}$ |

Cadila Healthcare Ltd.

Details of other incomes

| Rs. Mio. | Q1 16-17 | Q1 15-16 | $\%$ Gr <br> $\mathbf{y - y}$ |
| :--- | ---: | ---: | ---: |
|  |  |  |  |
| Other Operating Income | $\mathbf{7 0 7}$ | $\mathbf{1 , 1 5 5}$ | $\mathbf{- 3 8 . 8 \%}$ |
| Export Incentive | 287 | 226 | $26.8 \%$ |
| Royalty Income | 30 | 39 | $-22.3 \%$ |
| Net Gain on foreign currency transactions and translation (Refer <br> Note below) | 231 | 63 | $269.3 \%$ |
| Others | 159 | 827 | $-80.8 \%$ |

Note : There was a net gain of Rs. 237 Mio. on translation of inventories held by foreign subsidiaries, which has been included in Cost of Goods in Q1 16-17. Thus, on aggregate level, there was a gain of Rs. 468 Mio. on operating transactions (above EBIDTA line) in Q1 16-17 vs gain of Rs. 195 Mio. in Q1 15-16. See details below for more clarity.

| Rs. Mio. | Q1 16-17 | Q1 15-16 | $\%$ Gr <br> $y-y$ |
| :--- | ---: | ---: | ---: |
|  |  |  |  |
| Other Income | $\mathbf{1 5 3}$ | $\mathbf{2 4 0}$ | $\mathbf{- 3 6 . 4 \%}$ |
| Interest \& Dividend income | 121 | 143 | $-15.8 \%$ |
| Profit on sale of investments | 31 | 33 | $-3.5 \%$ |
| Others | 1 | 65 | $-98.7 \%$ |

Details of Foreign Exchange Fluctuations

| Rs. Mio. (+ = loss, - = gain) | Q1 16-17 | Q1 15-16 | \% Gr <br> $\mathbf{y - y}$ |
| :--- | ---: | ---: | ---: |
|  |  |  |  |
| A. On operating transactions (above EBIDTA line) | $\mathbf{- 4 6 8}$ | $\mathbf{- 1 9 5}$ | $-140.0 \%$ |
| a. Included in other income | -231 | -63 | $-266.7 \%$ |
| b. Included in cost of goods | -237 | -132 | $-79.5 \%$ |
|  |  |  |  |
| B. On Foreign Currency Borrowings (part of interest cost) | $\mathbf{1 8}$ | $\mathbf{5}$ | $260.0 \%$ |
| Total Foreign Currency Fluctuations (+ = loss, - = gain) | $\mathbf{- 4 5 0}$ | $\mathbf{- 1 9 0}$ | $\mathbf{- 1 3 6 . 8 \%}$ |
|  |  |  |  |

Details of R\&D Expenses

| Rs. Mio. | Q1 16-17 | Q1 15-16 | $\%$ Gr <br> $y-y$ |
| :--- | ---: | ---: | ---: |
| Total R\&D Expenses | 1,626 | 1,684 | $-3.4 \%$ |

## Consolidated Capex for Q1 FY17

Rs. 2968
Mio.
R\&D capex included in above for Q1 FY17
Rs. 65
Mio.

