Cadila Healthcare Ltd. - Consolidated Gross Sales Break-up

Rs. Mio.	Q2	Q2	% Gr	YTD	YTD	% Gr
	17-18	16-17	у-у	17-18	16-17	у-у
Formulations Business - Key Markets	27,364	19,883	37.6%	45,125	38,091	18.5%
US Formulations	16,436	9,888	66.2%	26,086	18,371	42.0%
India Formulations	8,945	8,209	9.0%	15,318	16,071	-4.7%
Latin America Formulations	675	656	2.8%	1,184	1,183	0.0%
Emerging Markets Formulations	1,309	1,130	15.9%	2,537	2,466	2.9%
Other Businesses and Alliances	4,185	3,985	5.0%	8,096	8,401	-3.6%
Europe Formulations	544	557	-2.3%	1,152	1,349	-14.6%
Consumer Wellness	1,198	1,119	7.1%	2,345	2,280	2.8%
Animal Health & Others	1,276	1,225	4.2%	2,333	2,322	0.5%
APIs	929	832	11.7%	1,619	1,808	-10.5%
Alliances	237	252	-5.9%	648	642	0.9%
Grand Total	31,549	23,868	32.2%	53,221	46,491	14.5%

## Cadila Healthcare Ltd.

## **Details of other incomes**

Rs. Mio.	Q2 17-18	Q2 16-17	% Gr у-у	YTD 17-18	YTD 16-17	% Gr y-y
Other Operating Income	791	168	369.5%	1,407	875	60.7%
Export Incentive	399	180	121.3%	671	467	43.7%
Royalty Income	0	19	-98.3%	6	50	-88.8%
Net Gain on foreign currency transactions and translation (Refer Note below)	86	-144	159.5%	86	87	-1.0%
Others	306	113	170.6%	644	272	137.0%

Note : There was a net gain of Rs. 136 Mio. on translation of inventories held by foreign subsidiaries, which has been included in Cost of Goods and a net gain of Rs. 23 Mio. included in other operating expenses in Q2 17-18. Thus, on aggregate level, there was a gain of Rs. 245 Mio. on operating transactions (above EBIDTA line) in Q2 17-18 vs loss of Rs. 264 Mio. in Q2 16-17. See details below for more clarity.

Rs. Mio.	Q2 17-18	Q2 16-17	% Gr y-y	YTD 17-18	YTD 16-17	% Gr y-y
Other Income	225	236	-4.6%	435	389	12.0%
Interest & Dividend income	113	181	-37.6%	203	301	-32.5%
Profit on sale of investments	11	21	-48.6%	33	52	-37.2%
Others	102	35	192.1%	199	36	458.1%

## **Details of Foreign Exchange Fluctuations**

Rs. Mio. (+ = loss, - = gain)	Q2 17-18	Q2 16-17	% Gr v-v	YTD 17-18	YTD 16-17	% Gr v-v
A. On operating transactions (above EBIDTA line)	-245	264	-192.8%	-228	-204	-11.8%
a. Included in other income	-86	144	-159.7%	-86	-87	1.1%
<ul> <li>Included in cost of goods</li> </ul>	-136	120	-213.3%	-142	-117	-21.4%
c. Included in other expenses	-23					
B. On Foreign Currency Borrowings (part of interest cost)	110	19	478.9%	86	37	132.4%
Total Foreign Currency Fluctuations (+ = loss, - = gain)	-135	283	-147.7%	-142	-167	15.0%

## **Details of R&D Expenses**

Rs. Mio.	Q2 17-18	Q2 16-17	% Gr	YTD 17-18	YTD 16-17	% Gr
Total R&D Expenses	2,757	1,529	<u>у-у</u> 80.3%	4,795	-	<u>у-у</u> 52.3%
Consolidated Capex for H1 FY18	Rs. 5094 Mio.					
R&D capex included in above for H1 FY18	Rs. 210 Mio.					