

## **Zydus Cadila's Total Income up by whopping 26% in FY 09**

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Ahmedabad, April 28, 2009

With a strong all round performance, Zydus Cadila has posted excellent results for the year ended 31st March 2009. The group registered a Total Income of Rs. 2948 crores, up by 26% from Rs. 2333 crores in the corresponding period last year on a consolidated basis. Net Profit for the same period is up 18% y-y to Rs. 303 crores.

The topline growth was driven by 50% growth in formulation exports, 34% growth in API exports and 27% growth in consumer business. The growth in formulations exports was buoyed by 55% growth in sales in the US market, 32% growth in Brazil market and 81% growth in exports to other emerging markets.

The year 2008-09 was marked by strategic collaborations and forays into newer markets. The group signed a new drug discovery and development agreement with Eli Lilly and Company for a collaborative research programme. As part of the agreement, the group would receive potential milestone payments of up to USD 300 million and royalties on sales upon the successful launch of any compounds derived from the research programme.

Providing a fillip to the group's status as one of the largest producers of rabies vaccine in India, the World Health Organization approved Lyssavac N - the Purified Duck Embryo Rabies Vaccine (PDEV) manufactured by it, for purchase by various United Nations Agencies. With this, the group became the first Indian Pharma company and the second pharma company in the world, to receive the WHO accreditation (prequalification) for rabies vaccine.

The year also witnessed the group's first acquisition in the research space with the acquisition of Etna Biotech of Italy. The group also entered into an agreement with the WHO to explore a possible collaboration in the development of a cocktail for the treatment of rabies, through the use of monoclonal antibodies (MAbs), the next-generation biologicals.

During the year, the group made a foray into Spain with the acquisition of Laboratorios Combix and also acquired majority stake of 70% in Simayla Pharmaceuticals of South Africa, through its wholly owned subsidiary, Zydus Healthcare SA PTY Ltd.

Entering the Rs. 3500 crore nutraceutical segment, the group set up a speciality division, Zydus Nutriva. The nutraceutical segment comprises haematinics, antioxidants, tonics, vitamins, multi vitamins, proteins, nutrients and calcium preparations. During the year, the group launched more than 25 new products and over 30 line extensions in the domestic market, of which 15 were for the first time in India.

In a strategic move to leverage the strengths of its consumer business, the group announced the restructuring of its consumer business. In keeping with this, the consumer business of Cadila Healthcare Ltd. was integrated into Carnation Nutra Analogue Ltd., and subsequently renamed as Zydus Wellness Ltd.

Strengthening its regulatory pipeline, the company filed 19 ANDAs and 14 DMFs during the year taking the cumulative to 92 ANDA filings and 76 DMFs. It has so far received 43 ANDA approvals. The company filed 15 dossiers for new products in the European markets. With this, the number of cumulative filings for new products for European markets has reached 54.

Strengthening its research pipeline, the group filed its 6<sup>th</sup> IND application with the DCGI, during the year for ZYT1 - a novel lipid lowering molecule. It was also subsequently filed with the USFDA. The NME is currently in Phase 1 clinical trials. The Zydus Research Centre received full accreditation from AAALAC (Association for Assessment and Accreditation of Laboratory Animal Care) International, making it only the second company in India to receive this accreditation.

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