

UNAUDITED FINANCIAL RESULTS FOR THE QUARTER ENDED SEPTEMBER 30, 2012

SANOFI INDIA LIMITED

Registered Office : 54/A, Sir Mathuradas Vasanji Road,
Andheri East, Mumbai 400 093

Part I

(Rs. Million)

Particulars	Quarter ended 30.09.2012 Unaudited	Quarter ended 30.06.2012 Unaudited	Quarter ended 30.09.2011 Unaudited	Nine Months ended 30.09.2012 Unaudited	Nine Months ended 30.09.2011 Unaudited	Year ended 31.12.2011 (Audited)
1. Income from Operations						
(a) Net Sales (net of excise duty)	3,966	3,741	3,127	10,932	8,918	12,297
(b) Other Operating Income	194	185	198	582	572	753
Total	4,160	3,926	3,325	11,514	9,490	13,050

Particulars	Quarter ended 30.09.2012 Unaudited	Quarter ended 30.06.2012 Unaudited	Quarter ended 30.09.2011 Unaudited	Nine Months ended 30.09.2012 Unaudited	Nine Months ended 30.09.2011 Unaudited	Year ended 31.12.2011 (Audited)
income from Operations (net)						
2 Expenditure						
(a) Cost of Materials Consumed	1,316	1,428	1,172	4,066	3,623	4,916
(b) Purchase of stock in trade	439	521	252	1,438	859	1,353
(c) Changes in inventories of finished goods, work in progress and stock	164	(98)	185	(149)	(6)	(76)

Particulars	Quarter ended 30.09.2012 Unaudited	Quarter ended 30.06.2012 Unaudited	Quarter ended 30.09.2011 Unaudited	Nine Months ended 30.09.2012 Unaudited	Nine Months ended 30.09.2011 Unaudited	Year ended 31.12.2011 (Audited)
in trade						
(d) Employee benefits expense	489	548	415	1,527	1,261	1,764
(e) Depreciation and amortisation expense	307	186	61	676	169	311
(f) Other expenses	753	820	600	2,231	1,815	2,579
(g) Total Expenses	3,468	3,405	2,685	9,789	7,721	10,847
3 Profit from Operations before other income and finance costs (1-2)	692	521	640	1,725	1,769	2,203

Particulars	Quarter ended 30.09.2012 Unaudited	Quarter ended 30.06.2012 Unaudited	Quarter ended 30.09.2011 Unaudited	Nine Months ended 30.09.2012 Unaudited	Nine Months ended 30.09.2011 Unaudited	Year ended 31.12.2011 (Audited)
4 Other Income	72	82	171	240	535	641
5 Profit before finance costs (3+4)	764	603	811	1,965	2,304	2,844
6 Finance costs	3	4	-	11	-	4
7 Profit before tax and Exceptional items (5-6)	761	599	811	1,954	2,304	2,840
8 Tax Expense	248	194	263	635	753	928
9 Net Profit for the period before Exceptional items (7-8)	513	405	548	1,319	1,551	1,912

Particulars	Quarter ended 30.09.2012 Unaudited	Quarter ended 30.06.2012 Unaudited	Quarter ended 30.09.2011 Unaudited	Nine Months ended 30.09.2012 Unaudited	Nine Months ended 30.09.2011 Unaudited	Year ended 31.12.2011 (Audited)
10 Exceptional item (net of tax)	-	-	-	-	-	-
11 Net Profit for the period after Exceptional items (9+10)	513	405	548	1,319	1,551	1,912
12 Paid-up equity share capital (Face Value of Rs. 10 per Share)	230	230	230	230	230	230
13 Reserves excluding Revaluation						10,781

Particulars	Quarter ended 30.09.2012 Unaudited	Quarter ended 30.06.2012 Unaudited	Quarter ended 30.09.2011 Unaudited	Nine Months ended 30.09.2012 Unaudited	Nine Months ended 30.09.2011 Unaudited	Year ended 31.12.2011 (Audited)
Reserves as per balance, sheet of previous accounting year						
14 Earnings Per Share (EPS) before Exceptional items (Rs.) (Basic and diluted EPS for the period, for the year to date and for the previous year)	22.30	17.61	23.83	57.35	67.43	83.13
15	22.30	17.61	23.83	57.35	67.43	83.13

Particulars	Quarter ended 30.09.2012 Unaudited	Quarter ended 30.06.2012 Unaudited	Quarter ended 30.09.2011 Unaudited	Nine Months ended 30.09.2012 Unaudited	Nine Months ended 30.09.2011 Unaudited	Year ended 31.12.2011 (Audited)
Earnings Per Share (EPS) after Exceptional items (Rs.) (Basic and diluted EPS for the period, for the year to date and for the previous year)						

Top of page

Part II

Particulars	Quarter ended 30.09.2012 Unaudited	Quarter ended 30.06.2012 Unaudited	Quarter ended 30.09.2011 Unaudited	Nine Months ended 30.09.2012 Unaudited	Nine Months ended 30.09.2011 Unaudited	Year ended 31.12.2011 (Audited)
-------------	--	--	--	--	--	---------------------------------------

A. PARTICULARS OF SHAREHOLDING						
1 Public Shareholding						
- Number of Shares	9,121,035	9,121,035	9,121,035	9,121,035	9,121,035	9,121,035
- Percentage of Shareholding	39.60%	39.60%	39.60%	39.60%	39.60%	39.60%
2 Promoters and Promoter group Shareholding						
a) Pledged/Encumbered						
- Number of shares	NIL	NIL	NIL	NIL	NIL	NIL
- Percentage of shares (as a % of total shareholding of promoter and promoter group)	NIL	NIL	NIL	NIL	NIL	NIL
- Percentage of shares (as a % of total	NIL	NIL	NIL	NIL	NIL	NIL

Particulars	Quarter ended 30.09.2012 Unaudited	Quarter ended 30.06.2012 Unaudited	Quarter ended 30.09.2011 Unaudited	Nine Months ended 30.09.2012 Unaudited	Nine Months ended 30.09.2011 Unaudited	Year ended 31.12.2011 (Audited)
A. PARTICULARS OF SHAREHOLDING						
share capital of the company)						
b) Non-encumbered						
- Number of shares	13,909,587	13,909,587	13,909,587	13,909,587	13,909,587	13,909,587
- Percentage of shares (as a % of total shareholding of promoter and promoter group)	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%
- Percentage of shares (as a % of total share capital of the company)	60.40%	60.40%	60.40%	60.40%	60.40%	60.40%

Top of page

Particulars	3 Months ended September 30, 2012
B. INVESTOR COMPLAINTS	
Pending at the beginning of the quarter	NIL
Received during the quarter	21
Disposed of during the quarter	21
Remaining unresolved at the end of the quarter	NIL

[Top of page](#)

Notes:

1. The above Results were approved by the Board of Directors of the Company at its Meeting held on October 31, 2012.
2. In accordance with Clause 41 of the Listing Agreement with the Stock Exchanges, the Company's Statutory Auditors have conducted a "Limited Review" of the Financial Results for the quarter ended September 30, 2012.
3. The Board of Directors had declared an Interim Dividend of Rs.4 per Equity share of Rs.10 for the year ending December 31, 2012. The Dividend (including Dividend Distribution Tax) amounted to Rs.107 million. The said dividend was paid on August 16, 2012 through National Electronic Clearing Service/Dividend Warrants.
4. During the quarter ended September 30, 2012, the Company has changed its accounting policy with respect to amortisation of Goodwill. It has been decided to amortise Goodwill on acquisition of business over a period of 10 years starting from the date of acquisition. In the past, Goodwill was not amortised but tested for impairment. As a result of this change, profit after tax for the quarter and nine months ended September 30, 2012 is lower by Rs.78 million, which includes Rs 57 million for the period upto June 30,2012.
5. The profit for the quarter and nine months ended September 30, 2012 has been impacted due to the amortization costs relating to the Brands, Technical know-how and Goodwill acquired in 2011 from Universal Medicare Private Limited and lower interest income as a result of the above investment.
6. The Company has a single business segment namely "Pharmaceutical Business".
7. The figures for the previous periods have been re-grouped, wherever necessary.

SANOFI INDIA LIMITED
DR. SHAILESH AYYANGAR
MANAGING DIRECTOR