

# UNAUDITED FINANCIAL RESULTS FOR THE QUARTER ENDED SEPTEMBER 30, 2007

## AVENTIS PHARMA LIMITED

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

(Rs. Million)

Particulars	Quarter ended 30.09.2007 (Reviewed)	Quarter ended 30.09.2006 (Reviewed)	Nine Months ended 30.9.2007 (Reviewed)	Nine Months ended 30.9.2006 (Reviewed)	Year ended 31.12.2006 (Reviewed)
<b>1 Sales</b>	2,416	2,572	7,135	7,055	9,367
<b>Less : Excise duty recovered</b>	152	141	440	391	527
<b>Sales (Net)</b>	2,264	2,431	6,695	6,664	8,840
<b>2 (a) Income from services rendered</b>	70	12	154	32	47
<b>(b) Interest and Dividend Income</b>	69	120	240	213	277
<b>(c) Other Income</b>	37	32	164	115	147
<b>3 Total Income (1+2)</b>	2,440	2,595	7,253	7,024	9,311
<b>4 Total Expenditure</b>					
<b>(a) (Increase) /Decrease in Stock in trade</b>	(17)	(84)	(93)	(167)	(224)

Particulars	Quarter ended 30.09.2007 (Reviewed)	Quarter ended 30.09.2006 (Reviewed)	Nine Months ended 30.9.2007 (Reviewed)	Nine Months ended 30.9.2006 (Reviewed)	Year ended 31.12.2006 (Reviewed)
<b>(b) Consumption of raw materials</b>	686	745	2,169	1,989	2,632
<b>(c) Purchase of Traded Goods</b>	433	492	1,196	1,352	1,878
<b>(d) Staff Cost</b>	247	203	737	577	785
<b>(e) Depreciation</b>	47	43	139	128	179
<b>(f) Other Expenditure</b>	469	396	1,301	1,133	1,562
<b>(g) Total</b>	1,865	1,795	5,449	5,012	6,812
<b>5 Interest</b>	2	-	2	1	2
<b>6 Profit before tax (3) - (4+5)</b>	573	800	1,802	2,011	2,497
<b>7 Tax Expenses</b>					
<b>- Current</b>	196	252	582	649	838
<b>- Deferred</b>	(2)	(4)	15	(20)	(74)
<b>- Fringe benefit tax</b>	11	14	31	36	40
<b>8 Net Profit after tax (6-7)</b>	368	538	1,174	1,346	1,693
<b>9 Paid-up equity capital (Face Value of Rs. 10 per Share)</b>	230	230	230	230	230

Particulars	Quarter ended 30.09.2007 (Reviewed)	Quarter ended 30.09.2006 (Reviewed)	Nine Months ended 30.9.2007 (Reviewed)	Nine Months ended 30.9.2006 (Reviewed)	Year ended 31.12.2006 (Reviewed)
<b>10 Reserves excluding Revaluation Reserves as per balance sheet of previous accounting year</b>	-	-	-	-	5,656
<b>11 Earnings Per Share (EPS)</b>	16.00	23.39	51.04	58.52	73.51
<b>12 Public Shareholding</b>					
- Number of Shares	9,120,155	9,125,820	9,120,955	9,125 820	9,120 955
- Percentage of Shareholding	39.60	39.62	39.60	39.62	39.60

### Notes:

- The above Results were approved by the Board of Directors of the Company at its Meeting held on October 30, 2007.
- The break up of Net Sales is as follows:

(Rs. in Million)

	Quarter ended Sept. 30, 2007	Quarter ended Sept. 30, 2006	Growth %	Nine months ended Sept. 30, 2007	Nine months ended Sept. 30, 2006	Growth %
<b>Domestic Sales</b>	1,783	1,795	-0,7%	5,322	5,042	5.6%
<b>Export Sales</b>	481	636	-24.4%	1,373	1,622	-15.4%

	Quarter ended Sept. 30, 2007	Quarter ended Sept. 30, 2006	Growth %	Nine months ended Sept. 30, 2007	Nine months ended Sept. 30, 2006	Growth %
Total Sales	2,264	2,431	-6.9%	6,695	6,664	0.5%

- During the nine months ended September 30, 2007, the Company received significantly lower supplies of the anti rabies vaccine Rabipur due to production issues in the manufacturer's plant on account of which the expected growth in the Rabipur distribution business could not be achieved. This resulted in significantly lower sales for the Company.
- Exports for the quarter and nine months ended September 30, 2007 were impacted by the appreciation of the rupee vis-à-vis the US dollar (being the currency in which exports are invoiced), the preference given by some importing countries to locally manufactured products and the reduction in inventories in some importing countries due to decline in their business performance.
- The Company has a single business segment namely 'Pharmaceutical Business'.
- Effect of Accounting Standard 15 (Revised) (AS 15) Employee Benefits for the nine months ended September 30, 2007 has been considered in the above results and additional impact, if any, as at the beginning of the year will be adjusted as per transitional provisions of AS 15.
- 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, 2007.
- The Board of Directors had declared an Interim Dividend of Rs. 3.50 per equity share of Rs 10 for the year ending December 31, 2007. The dividend (including the Dividend Distribution Tax) amounted to Rs. 94 million. The said dividend was paid on August 8, 2007 through Electronic Clearing Service /Dividend Warrants.
- Information on investor complaints is furnished below:

Pending as on July 1, 2007	Received during the quarter	Disposed of during the quarter	Pending as on September 30, 2007
Nil	6	6	Nil

- The figures for the previous periods have been re-grouped, wherever necessary.

## **AVENTIS PHARMA LIMITED**

**DR. SHAILESH AYYANGAR**  
**MANAGING DIRECTOR**