

## DR. REDDY'S LABORATORIES LTD.

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## Dr. Reddy's Q3 and 9M FY18 Financial Results

**Hyderabad, India, January 25, 2018:** Dr. Reddy's Laboratories Ltd. (BSE: 500124 | NSE: DRREDDY | NYSE: RDY) today announced its consolidated financial results for the third quarter and nine months ended December 31, 2017 under International Financial Reporting Standards (IFRS).

### Q3 Performance Summary

**₹3,806 Cr**

#### Revenue

[Up: 7% QoQ, Up: 3% YoY]

**56.3%**

#### Gross Margin

[Q2 FY18: 53.3%; Q3 FY17: 59.1%]

**₹1,205 Cr**

#### SGNA expenses

[Up: 6% YoY]

**₹467 Cr**

#### R&D expenses

[12.3% of Revenues]

**₹806 Cr**

#### EBITDA

[21.2% of Revenues]

**₹334 Cr\***

#### Profit after Tax

[8.8% of Revenues]

### 9M Performance Summary

**₹10,668 Cr**

#### Revenue

[Up: 1% YoY]

**53.8%**

#### Gross Margin

[9M FY17: 57.2%]

**₹3,484 Cr**

#### SGNA expenses

[Down: 2% YoY]

**₹1,392 Cr**

#### R&D expenses

[13.0% of Revenues]

**₹1,830 Cr**

#### EBITDA

[17.2% of Revenues]

**₹678 Cr\***

#### Profit after Tax

[6.4% of Revenues]

\* During Q3 FY18, the 'Tax Cuts and Jobs Act of 2017' was approved and enacted in the United States. Consequent to this enactment the deferred tax assets and liabilities of the US entity have been re-measured resulting in a one-time charge of ₹93 Crores. [Adjusted PAT for Q3 FY 18: ₹427 Crores and 9M FY 18: ₹771 Crores]

*Commenting on the results, CEO and Co-chairman, G.V. Prasad said "We had a satisfactory third quarter performance, with all our key markets performing well. We recorded sequential revenue growth of 7%, despite continuing challenges such as price erosion in the U.S. Our first-cycle NDA approval of Impoz™ is a significant milestone in the commercialization of our proprietary products pipeline. We will continue our focus on operational excellence and controlling of SG&A costs across the organisation".*

**Dr. Reddy's Laboratories Limited and Subsidiaries**  
**Consolidated Income Statement**

Particulars	Q3 FY 18			Q3 FY 17			Growth %
	(\$)	(Rs.)	%	(\$)	(Rs.)	%	
<b>Revenues</b>	<b>596</b>	<b>38,060</b>	<b>100.0</b>	<b>581</b>	<b>37,065</b>	<b>100.0</b>	<b>3</b>
Cost of revenues	261	16,649	43.7	238	15,166	40.9	10
<b>Gross profit</b>	<b>335</b>	<b>21,411</b>	<b>56.3</b>	<b>343</b>	<b>21,899</b>	<b>59.1</b>	<b>(2)</b>
<b>Operating Expenses</b>							
Selling, general & administrative expenses	189	12,048	31.7	178	11,341	30.6	6
Research and development expenses	73	4,667	12.3	78	4,956	13.4	(6)
Other operating expense / (income)	(5)	(313)	(0.8)	(3)	(187)	(0.5)	67
<b>Results from operating activities</b>	<b>78</b>	<b>5,009</b>	<b>13.2</b>	<b>91</b>	<b>5,789</b>	<b>15.6</b>	<b>(13)</b>
Finance expense / (income), net	(13)	(851)	(2.2)	(1)	(44)	(0.1)	1850
Share of (profit) of equity accounted investees, net of income tax	(1)	(85)	(0.2)	(1)	(89)	(0.2)	(5)
<b>Profit before income tax</b>	<b>93</b>	<b>5,945</b>	<b>15.6</b>	<b>93</b>	<b>5,922</b>	<b>16.0</b>	<b>0</b>
Income tax expense	41	2,601*	6.8	19	1,221	3.3	113
<b>Profit for the period</b>	<b>52</b>	<b>3,344</b>	<b>8.8</b>	<b>74</b>	<b>4,701</b>	<b>12.7</b>	<b>(29)</b>
<b>Diluted EPS</b>	<b>0.32</b>	<b>20.13</b>		<b>0.44</b>	<b>28.32</b>		<b>(29)</b>

\* ~Rs. 930 million impact on account of reforms in US tax laws

**EBITDA Computation**

Particulars	Q3 FY 18		Q3 FY 17	
	(\$)	(Rs.)	(\$)	(Rs.)
<b>Profit before income tax</b>	93	5,945	93	5,922
Interest (income) / expense net*	(14)	(881)	(1)	(53)
Depreciation	33	2,089	30	1,936
Amortization	14	882	15	956
Impairment	0.3	20	0.5	32
<b>EBITDA</b>	<b>126</b>	<b>8,055</b>	<b>138</b>	<b>8,793</b>
<b>EBITDA (% to revenues)</b>		<b>21.2</b>		<b>23.7</b>

\* - Includes income from Investments

**Key Balance Sheet Items**

Particulars	As on 31 <sup>st</sup> Dec 17		As on 30 <sup>th</sup> Sep 17	
	(\$)	(Rs.)	(\$)	(Rs.)
Cash and cash equivalents and Other current Investments	344	21,958	263	16,793
Trade receivables (current)	665	42,432	661	42,203
Inventories	420	26,825	423	26,998
Property, plant and equipment	912	58,189	907	57,905
Goodwill and Other Intangible assets	755	48,182	778	49,634
Loans and borrowings (current & non-current)	860	54,911	841	53,668
Trade payables	228	14,575	222	14,193
Equity	1,938	1,23,685	1,909	1,21,840

**Revenue Mix by Segment [Year on year]**

Particulars	Q3 FY 18			Q3 FY 17			Growth %
	(\$)	(Rs.)	%	(\$)	(Rs.)	%	
<b>Global Generics</b>	<b>472</b>	<b>30,105</b>	<b>79</b>	<b>480</b>	<b>30,638</b>	<b>83</b>	<b>-2</b>
North America		16,073			16,595		-3
Europe*		2,006			2,148		-7
India		6,126			5,947		3
Emerging Markets#		5,900			5,948		-1
<b>PSAI</b>	<b>85</b>	<b>5,436</b>	<b>14</b>	<b>85</b>	<b>5,400</b>	<b>14</b>	<b>1</b>
North America		863			1,259		-31
Europe		1,572			1,828		-14
India		627			409		53
Rest of World		2,374			1,904		25
<b>Proprietary Products &amp; Others</b>	<b>39</b>	<b>2,519</b>	<b>7</b>	<b>16</b>	<b>1,027</b>	<b>3</b>	<b>145</b>
<b>Total</b>	<b>596</b>	<b>38,060</b>	<b>100</b>	<b>581</b>	<b>37,065</b>	<b>100</b>	<b>3</b>

**Revenue Mix by Segment [Sequential]**

Particulars	Q3 FY 18			Q2 FY 18			Growth %
	(\$)	(Rs.)	%	(\$)	(Rs.)	%	
<b>Global Generics</b>	<b>472</b>	<b>30,105</b>	<b>79</b>	<b>448</b>	<b>28,618</b>	<b>81</b>	<b>5</b>
North America		16,073			14,318		12
Europe*		2,006			2,424		-17
India		6,126			6,370		-4
Emerging Markets#		5,900			5,506		7
<b>PSAI</b>	<b>85</b>	<b>5,436</b>	<b>14</b>	<b>89</b>	<b>5,654</b>	<b>16</b>	<b>-4</b>
North America		863			962		-10
Europe		1,572			1,938		-19
India		627			436		44
Rest of World		2,374			2,318		2
<b>Proprietary Products &amp; Others</b>	<b>39</b>	<b>2,519</b>	<b>7</b>	<b>19</b>	<b>1,188</b>	<b>3</b>	<b>112</b>
<b>Total</b>	<b>596</b>	<b>38,060</b>	<b>100</b>	<b>556</b>	<b>35,460</b>	<b>100</b>	<b>7</b>

\* Europe primarily includes Germany, UK and out licensing sales business

# Emerging Markets refers to Russia, other CIS countries, Romania and Rest of the World markets including Venezuela

## Segmental Analysis

### Global Generics (GG)

Revenues from **GG** segment at ₹30.1 billion.

Sequential growth of 5%, primarily driven by the US and Emerging Markets

Year-on-year decline of 2%, primarily on account of adverse foreign exchange as the US dollar depreciated by ~4% and lower contribution from Europe generics market.

- Revenues from **North America** at ₹16.1 billion.
  - Sequential growth of 12%, primarily on account of contribution from new products major being sevelamer carbonate
  - Year-on-year decline of 3%, primarily on account of higher price erosions due to channel consolidation and increased competition in some of our key molecules, and impact of adverse foreign exchange. The above is partly offset by new products contribution.

As of 31<sup>st</sup> December 2017, cumulatively 102 generic filings are pending for approval with the USFDA (99 ANDAs and 3 NDAs under 505(b)(2) route). Of these 99 ANDAs, 59 are Para IVs out of which we believe 29 have 'First to File' status.

- Revenues from **Emerging Markets** at ₹5.9 billion
  - Revenues from **Russia** at ₹3.4 billion. Year-on-year growth of 9%. In constant currency i.e. in Rouble terms year-on-year growth is 5%.
  - Revenues from **other CIS countries and Romania** market at ₹1.0 billion. Year-on-year decline of 2%.
  - Revenues from **Rest of World (RoW)** territories at ₹1.5 billion. Year-on-year decline of 17%.
- Revenues from **India** at ₹6.1 billion. Year-on-year growth of 3%. Normalizing for the GST transition related adjustments, the comparable growth is ~11%.
- Revenues from **Europe** at ₹2.0 billion. Year-on-year decline of 7%, primarily on account of higher price erosion in some of the key molecules coupled with temporary supply disruptions.

### Pharmaceutical Services and Active Ingredients (PSAI)

- Revenues from **PSAI** at ₹5.4 billion. Year-on-year growth of 1%.
- During the quarter, 13 DMFs were filed globally of which 1 was in the US. The cumulative number of DMF filings as of 31<sup>st</sup> December, 2017 was 791.

### Proprietary Products (PP)

- Revenues from **PP** at ₹2.1 billion
  - During Q3 FY18 USFDA approved IMPOYZ™ (clobetasol propionate) Cream 0.025%. In line with the existing outlicensing agreement with Encore Dermatology Inc. this approval triggered milestone recognition of ₹1.3 billion during Q3 FY18.

## Income Statement Highlights:

- Gross profit margin at 56.3%.
  - Improved by ~300 bps sequentially, aided by better product mix and milestone receipt of ₹1.3 billion in Proprietary Products
  - Declined by ~280 bps over that of previous year primarily on account of higher price erosions, increased competitive intensity in some of our key molecules in the US and adverse foreign exchange impact.
  - Gross profit margin for GG and PSAI business segments are at 59.5% and 23.8% respectively.
- SG&A expenses at ₹12.0 billion, an increase of 6%. During the quarter, a settlement agreement was entered into with the US Department of Justice on the litigation involving packaging against a payout of ₹319 million. The balance increase is on account of sales & marketing and other spends towards events specific to the quarter.
- Research & development expenses at ₹4.7 billion, a decrease of 6%. As % to Revenues- Q3 FY18: 12.3% | Q2 FY 18: 11.8% | Q3 FY17: 13.4%. Focus continues on building complex generics, biosimilars and differentiated products pipeline.
- Net Finance income at ₹851 million compared to ₹44 million in Q3FY17. The incremental income of ₹807 million is on account of:
  - Increase in profit on sales of investments by ₹698 million.
  - Increase in net interest income by ₹129 million.
  - Net foreign exchange loss of ₹30 million in the current quarter vs net foreign exchange loss of ₹10 million in the previous year.
- Profit after Tax at ₹3.3 billion. During the quarter, the 'Tax Cuts and Jobs Act of 2017' was approved and enacted in the United States. Consequent to this enactment the deferred tax assets and liabilities in the US entity have been re-measured resulting in a one-time charge of ₹930 million being recorded under tax expense.
- Diluted earnings per share is at ₹20.13
- Capital expenditure is at ₹2.2 billion.

## Earnings Call Details (06:30 pm IST, 08:00 am EST, January 25, 2018)

The Company will host an earnings call to discuss the performance and answer any questions from participants. This call will be accessible through an audio dial-in and a web-cast.

Audio conference Participants can dial-in on the numbers below

Primary number: **91 22 3960 0616**

Secondary number: **91 22 6746 5826**

International Toll Free Number **USA 18667462133**

**UK 08081011573**

**Singapore 8001012045**

**Hong Kong 800964448**

Playback of call: **91 22 3065 2322, 91 22 6181 3322**

Conference ID: **375#**

Web-cast More details will be provided through our website, [www.drreddys.com](http://www.drreddys.com)

Transcript of the event will be available at [www.drreddys.com](http://www.drreddys.com). Playback will be available for a few days.

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**About Dr. Reddy's:** Dr. Reddy's Laboratories Ltd. (BSE: 500124, NSE: DRREDDY, NYSE: RDY) is an integrated pharmaceutical company, committed to providing affordable and innovative medicines for healthier lives. Through its three businesses - Pharmaceutical Services & Active Ingredients, Global Generics and Proprietary Products – Dr. Reddy's offers a portfolio of products and services including APIs, custom pharmaceutical services, generics, biosimilars and differentiated formulations. Our major therapeutic areas of focus are gastro-intestinal, cardiovascular, diabetology, oncology, pain management and dermatology. Dr. Reddy's operates in markets across the globe. Our major markets include – USA, India, Russia and other CIS countries. For more information, log on to: [www.drreddys.com](http://www.drreddys.com)  
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The company assumes no obligation to update any information contained herein.