



Press Release

Granules India's Sales increases 46% to Rs. 284 Cr.; net profit surges 275% to Rs. 22 Cr.

Hyderabad, January 28, 2014: Granules India Ltd., a fast growing pharmaceutical manufacturing company, announced financial results for Third Quarter ended December 31, 2013. Granules consolidated net sales increased 45% to Rs. 284 Cr. while consolidated net profit increased 275% to Rs. 22 Cr.

Consolidated Q3FY14 Financial Highlights

- Net Sales: Rs. 284.1 Cr., an increase of 46% compared to Rs. 195.2 Cr. in Q3FY13
- EBITDA: Rs. 45.5 Cr., an increase of 140% compared to Rs. 19.0 Cr. in Q3FY13
- Net Profit: Rs. 21.8 Cr., an increase of 275% compared to Rs. 5.8 Cr. in Q3FY13

Consolidated YTD FY14 Financial Highlights

- Net Sales: Rs. 778.4 Cr., an increase of 39% compared to Rs. 560.0 Cr. in YTD FY13
- EBITDA: Rs. 111.0 Cr., an increase of 90% compared to Rs. 58.5 Cr. in YTD FY13
- Net Profit: Rs. 51.6 Cr., an increase of 156% compared to Rs. 20.2 Cr. in YTD FY13

Growth was driven by strong performance across all manufacturing facilities including the formulation facility at Gagillapur which continued to scale-up production. In addition to strong revenue growth, the Company's profitability margins strengthened compared to the corresponding quarter in the previous financial year. The EBITDA margin increased by 630 basis points to 16.0%, while the PAT margin increased by 470 basis points to 7.7%. Profitability margins improved significantly from the sequential quarter, which bolstered YTD profitability margins. The YTD EBITDA margin grew 381 basis points to 14.3% while YTD PAT grew 303 basis points to 6.6%, respectively.

“We have increased revenue and PAT four quarters in a row which is why our revenue for the first nine months surpassed our FY13 revenue and more importantly, our PAT is 58% higher than last year's total. Our standalone operations continue to strengthen and I believe our numbers reflect the potential of our business. While we are proud of our accomplishment, our primary focus continue to be improving manufacturing efficiency so we can deliver unparalleled value to our customers” said Krishna Prasad, Managing Director of Granules India.

About Granules India Ltd.

(BSE: 532482, NSE: GRANULES)

Granules is a fast growing pharmaceutical manufacturing company with world class facilities and is committed to manufacturing excellence, quality and customer service. The Company produces Finished Dosages (FDs), Pharmaceutical Formulation Intermediates (PFIs) and Active Pharmaceutical Ingredients (APIs) for quality conscious customers in the regulated and semi-regulated markets. Granules support customers with unique value, extensive product range, proactive solutions and a global network of associates. The Company's global presence extends to over 300 customers in 60 countries through offices in India, U.S., U.K., China and Colombia. Granules offer all three components of the pharmaceutical value chain which gives the customers flexibility and choice.

Granules has the largest PFI facility in the world with an industry leading 6 ton batch size. The Company has its own ANDAs and dossiers which enable customers to quickly enter a market instead of filing their own applications. Granules has a highly skilled regulatory affairs department that can offer customers support and can help them navigate through regulatory issues.



Granules has strengthened its advantages through its Operational Excellence (OE) department which looks at every step of the manufacturing process in order to gain efficiencies and has also implemented systems that have standardized quality and reduced variation. The Company's OE program is regularly cited by MNCs as a "best in class" program and is the comparative advantage that lets Granules provide world-class quality products at a lower cost than its competitors. The adoption of the OE philosophy by Granules has earned it several recognitions including The Economic Times Manufacturing Excellence Awards 2011.

Caution Statement:

Certain statements made above may be "forward looking statements" within the meaning of applicable laws and regulations.

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Appendix



GRANULES INDIA LIMITED

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(Rs in Lakhs)

PART I Statement of Consolidated Unaudited Results for the Quarter and nine months ended 31st December, 2013							
Sl No.	Particulars	3 Months ended 31 December, 2013	Preceding 3 Months ended 30 September, 2013	Corresponding 3 Months ended 31 December, 2012 in the previous year	Year to date figures for current period ended 31 December, 2013	Year to date figures for previous year ended 31 December, 2012	Previous year ended 31 March, 2013
		Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Audited
1	Income from Operations						
	(a) Net sales / Income from Operations (Net of Excise duty)	28,405.11	26,604.70	19,522.01	77,839.17	55,998.97	76,437.30
	(b) Other operating income	-	-	-	-	-	-
	Total Income from operations (net)	28,405.11	26,604.70	19,522.01	77,839.17	55,998.97	76,437.30
2	Expenses						
	(a) Cost of material Consumed	16,939.69	16,969.13	12,882.10	48,754.02	35,908.07	47,768.94
	(b) Purchases of stock-in-trade	-	-	-	-	-	-
	(c) Changes in Inventories of Finished goods, Work in progress and Stock-in-trade	(964.20)	(1,310.99)	(624.11)	(3,449.93)	(867.86)	(1,077.05)
	d) Employee benefits Expense	2,241.40	2,083.82	1,535.34	6,434.24	4,428.03	5,971.18
	e) Depreciation and amortisation expense	741.44	615.38	561.19	1,924.88	1,691.22	2,308.46
	f) Manufacturing Expenses	1,930.64	1,520.77	1,649.58	4,942.44	4,207.15	5,752.38
	g) Freight outward & clearing charges	1,238.12	1,305.98	1,075.20	3,645.72	3,034.75	4,374.45
	h) R & D Expenses	122.17	137.53	139.66	378.34	436.17	546.08
	i) Other expenditure	2,390.59	2,555.98	1,017.20	6,313.17	3,095.07	4,599.34
	Total	24,639.85	23,877.60	18,236.15	68,942.88	51,932.61	70,243.78
	Profit from Operations before Other Income, finance costs & Exceptional Items (1- 2)	3,765.26	2,727.10	1,285.86	8,896.29	4,066.37	6,193.53
4	Other Income	47.78	49.56	52.60	282.22	95.62	206.04
	Profit from Ordinary activities before finance costs and exceptional items (3 - 4)	3,813.04	2,776.66	1,338.46	9,178.51	4,161.99	6,399.57
5	Finance Costs	455.26	439.73	474.90	1,263.83	1,339.36	1,767.11
7	Profit from Ordinary activities after finance costs but before exceptional items (5 - 6)	3,357.78	2,336.92	863.56	7,914.69	2,822.62	4,632.45
8	Exceptional items	-	-	-	-	-	-
9	Profit from Ordinary activities before Tax (7 - 8)	3,357.78	2,336.92	863.56	7,914.69	2,822.62	4,632.45
10	Tax expense	1,177.25	826.09	826.06	2,754.06	807.16	1,375.73
11	Net Profit from ordinary activities after tax (9 - 10)	2,180.53	1,510.83	580.50	5,160.62	2,015.46	3,256.73
12	Extraordinary items (net of tax expense)	-	-	-	-	-	-
13	Net Profit for the period (11 - 12)	2,180.53	1,510.83	580.50	5,160.62	2,015.46	3,256.73
14	Paid-up share capital (Face Value of Rs.10/- each)	2,028.12	2,025.22	2,012.12	2,028.12	2,012.12	2,012.62
15	Reserves excluding Revaluation Reserve	30,717.75	28,509.97	24,678.52	30,717.75	24,678.52	25,441.01
16	Earnings per Share						
	(a) Basic Earnings per share (Rs.)*	10.80	7.50	2.89	25.57	10.04	16.21
	(b) Diluted Earning per share (Rs) *	10.60	7.34	2.80	25.08	9.74	15.78
	* Except 31 March, 2013 Basic and Diluted Earning per share not annualised						

PART II Select Information for the Quarter and nine months ended 31 December, 2013							
Sl No.	Particulars	3 Months ended 31 December, 2013	Preceding 3 Months ended 30 September, 2013	Corresponding 3 Months ended 31 December, 2012 in the previous year	Year to date figures for current period ended 31 December, 2013	Year to date figures for previous year ended 31 December, 2012	Previous year ended 31 March, 2013
A							
1	Public Shareholding						
	- No. of shares	10,371,180	10,345,630	11,182,097	10,371,180	11,182,097	11,182,097
	- Percentage of shareholding	51.14%	51.09%	55.57%	51.14%	55.57%	55.56%
2	Promoters and promoter group Shareholding						
	a) Pledged/Encumbered						
	Number of shares	2,445,830	2,933,600	1,000,000	2,445,830	1,000,000	840,000
	Percentage of shares to promoter group	24.68%	29.61%	11.19%	24.68%	11.19%	9.39%
	Percentage of shares to total capital	12.06%	14.48%	4.97%	12.06%	4.97%	4.17%
	b) Non-encumbered						
	Number of shares	7,464,144	6,972,924	7,939,057	7,464,144	7,939,057	8,104,057
	Percentage of shares to promoter group	75.32%	70.39%	88.81%	75.32%	88.81%	90.61%
	Percentage of shares to total capital	36.80%	34.43%	39.46%	36.80%	39.46%	40.27%
B							
INVESTOR COMPLAINTS							
	Pending at the beginning of the Quarter	05					
	Received during the quarter	41					
	Disposed of during the quarter	46					
	Remaining unresolved at the end of the quarter	NIL					

- 1) The financial results for the quarter and nine months ended 31st December, 2013 have been reviewed by the Audit Committee on 27th January, 2014 and approved by the Board of Directors at its meeting held on 28th January, 2014.
- 2) The auditors of the company have carried out limited review of the above financial results.
- 3) The subsidiaries considered in the consolidated financial statement as on 31st December, 2013 are Granules USA Inc, GIL Life Sciences Pvt Ltd, GIL Singapore Pte Ltd (100% wholly subsidiary companies) and Granules Biocause Pharmaceutical Co., Ltd., Granules Omnichem Pvt Ltd (50% Joint Venture Companies).
- 4) Pursuant to the Notification No.G.S.R.913(E), dt.29.12.2011 issued by the Ministry of Company Affairs, the company has opted to capitalise foreign currency gains and losses on loans utilised for purchase of fixed assets. During the quarter gain of Rs.262.55 Lakhs (Loss of Rs.436.15 Lakhs for the Quarter ended 31 December 2012) was transferred to fixed assets.
- 5) As per clause 41 of the listing agreement, the Company has opted to publish only consolidated financial results. The stand-alone financial results are available for perusal on the Company's website as well as on the stock exchanges' websites as stated below: www.granulesindia.com, www.bseindia.com and www.nse-india.com
- 6) The Company operates only in the segment of Pharmaceuticals.
- 7) Figures are regrouped wherever necessary.
- 8) The Company, during the current quarter has allotted 29,000 equity shares of Rs.10/- each, fully paid up, on exercise of options by employees, in accordance with the Company's Employee Stock Option Scheme(s).
- 9) Standalone Results as on 31.12.2013 are as under -

Particulars	Quarter ended			9 Months ended		Year ended
	31-Dec-13	30-Sep-13 (Unaudited)	31-Dec-12	31-Dec-13 (Unaudited)	31-Dec-12	31-Mar-13 (Audited)
Net Sales/Income from Operations	26,212.45	23,899.91	17,395.69	70,983.54	50,084.66	67,979.70
Profit Before Tax	3,435.06	2,606.90	780.21	8,256.33	2,740.03	4,407.18
Profit After Tax	2,299.33	1,724.35	542.90	5,496.88	1,909.39	3,017.53

for and on behalf of the Board

Place : Hyderabad
Date : 28th January, 2014

Dr.C.Nageswara Rao
Chairman

(Rs in Lakhs)

PART I							
Statement of Standalone Unaudited Results for the Quarter and nine months ended 31 December, 2013							
Sl No.	Particulars	3 Months ended 31 December, 2013	Preceding 3 Months ended 30 September, 2013	Corresponding 3 Months ended 31 December, 2012 in the previous year	Year to date figures for current period ended 31 December, 2013	Year to date figures for previous year ended 31 December, 2012	Previous year ended 31 March, 2013
		Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Audited
1	Income from Operations						
	(a) Net sales / Income from Operations (Net of Excise duty)	26,212.45	23,899.91	17,395.69	70,983.54	50,084.66	67,979.70
	(b) Other operating income	-	-	-	-	-	-
	Total Income from operations (net)	26,212.45	23,899.91	17,395.69	70,983.54	50,084.66	67,979.70
2	Expenses						
	(a) Cost of material Consumed	14,792.09	14,559.23	11,159.77	43,387.36	31,877.72	42,525.84
	(b) Purchases of stock-in-trade	-	-	-	-	-	-
	(c) Changes in Inventories of Finished goods, Work in progress and Stock-in-trade	(79.55)	(755.55)	(99.24)	(2,063.95)	(201.45)	(740.62)
	d) Employee benefits Expense	1,724.04	1,725.47	1,322.98	5,093.48	3,826.57	5,042.05
	e) Depreciation and amortisation expense	666.23	540.25	487.61	1,707.67	1,469.29	2,020.89
	f) Manufacturing Expenses	1,618.47	1,322.14	1,241.63	4,148.10	3,177.24	4,431.39
	g) Freight outward & clearing charges	1,225.89	1,265.05	1,048.79	3,575.66	2,975.10	4,304.09
	h) R & D Expenses	87.38	108.27	118.87	293.00	369.89	453.06
	i) Other expenditure	2,343.71	2,155.17	926.08	5,642.88	2,658.52	4,058.14
	Total	22,378.25	20,920.03	16,206.48	61,784.20	46,152.88	62,094.84
	Profit from Operations before Other Income, finance costs & Exceptional Items (1 - 2)	3,834.20	2,979.87	1,189.20	9,199.35	3,931.78	5,884.86
3	Other Income	31.25	41.46	37.09	242.77	60.86	171.81
	Profit from Ordinary activities before finance costs and exceptional items (3 - 4)	3,865.45	3,021.33	1,226.29	9,442.12	3,992.64	6,056.67
6	Finance Costs	430.39	414.43	446.09	1,185.79	1,252.61	1,649.49
7	Profit from Ordinary activities after finance costs but before exceptional items (5 - 6)	3,435.06	2,606.90	780.21	8,256.33	2,740.03	4,407.18
8	Exceptional items	-	-	-	-	-	-
9	Profit from Ordinary activities before Tax (7 - 8)	3,435.06	2,606.90	780.21	8,256.33	2,740.03	4,407.18
10	Tax expense	1,135.73	882.55	237.31	2,759.44	830.64	1,389.65
11	Net Profit from ordinary activities after tax (9 - 10)	2,299.33	1,724.35	542.90	5,496.88	1,909.39	3,017.53
12	Extraordinary items (net of tax expense)	-	-	-	-	-	-
13	Net Profit for the period (11 - 12)	2,299.33	1,724.35	542.90	5,496.88	1,909.39	3,017.53
14	Paid-up share capital (Face Value of Rs.10/- each)	2,028.12	2,025.22	2,012.12	2,028.12	2,012.12	2,012.62
15	Reserves excluding Revaluation Reserve	30,629.37	28,304.10	24,397.73	30,629.37	24,397.73	25,036.69
16	Earnings per Share						
	(a) Basic Earnings per share (Rs.)*	11.39	8.56	2.70	27.23	9.51	15.02
	(b) Diluted Earning per share (Rs) *	11.17	8.38	2.62	26.72	9.22	14.62
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for and on behalf of the Board							
Place : Hyderabad				Dr.C.Nageswara Rao			
Date : 28th January, 2014				Chairman			