Novartis India Limited

Regd. off: Sandoz House, Shivsagar Estate, Dr Annie Besant Road, Worli, Mumbai 400 018

UNAUDITED FINANCIAL RESULTS FOR THE QUARTER AND NINE MONTHS ENDED 31ST DECEMBER 2011

Rupees Million

Rupees M								
Particulars	Quarter ended 31.12.2011 (Unaudited)	Quarter ended 30.09.2011 (Unaudited)	Quarter ended 31.12.2010 (Unaudited)	Nine Months ended 31.12.2011 (Unaudited)	Nine Months ended 31.12.2010 (Unaudited)	Year ended 31.03.2011 (Audited)		
	,			,		7,086.4		
			79.5			374.0		
	2,189.9	2,150./	1,919.9	6,318.4	5,652.0	7,460.4		
(a) (Increase)/Decrease in stock-in-trade and work-in-			()					
						(28.4)		
()	-		_	_	_	203.2		
,	_			,	,	2,524.9		
						1,063.8		
				_		23.8		
						2,113.1		
						5,900.4		
						1,560.0		
						631.9		
						2,191.9		
						2.8 2,189.1		
Tax Expense				,	,			
						725.1		
		` /		` '		(2.7)		
						1,466.7		
Paid-up equity share capital (face value Rs. 5 each) Reserves and surplus (excluding revaluation reserves)						159.8 6,870.1		
annualised)	11.99	13.51	12.67	37.26	35.23	45.89		
	7.535.995	7,535,995	7.535.995	7,535,995	7,535,995	7,535,995		
			23.58		23.58	23.58		
Promoter and promoter group shareholding (a) Pledged / Encumbered - Number of shares	-	-	-	-	-	-		
- Percentage of shares (as a % of the total shareholding	-	-	-	-	-	-		
- Percentage of shares (as a % of the total share capital of the company)	-	-	-	-	-	-		
(b) Non-encumberedNumber of sharesPercentage of shares (as a % of the total shareholding	24,424,802 100.0	24,424,802 100.0	24,424,802 100.0	24,424,802 100.0	24,424,802 100.00	24,424,802 100.00		
of promoter and promoter group) - Percentage of shares (as a % of the total share capital of the company)	76.42	76.42	76.42	76.42	76.42	76.42		
	(a) Net Sales (b) Other Operating Income Income from Operations Expenditure (a) (Increase)/Decrease in stock-in-trade and work-in-progress (b) Consumption of raw materials (c) Purchases of traded goods (d) Employees cost (e) Depreciation (f) Other expenditure Sub-total Profit from operations before Other Income and Interest Other Income Profit before Interest Interest Profit from ordinary activities before Taxation Tax Expense - Current tax - Deferred tax Net Profit Paid-up equity share capital (face value Rs. 5 each) Reserves and surplus (excluding revaluation reserves) Earnings Per Share - Basic and Diluted (Rs.) (not annualised) Public Shareholding - Number of shares - Percentage of shareholding Promoter and promoter group shareholding (a) Pledged / Encumbered - Number of shares - Percentage of shares (as a % of the total shareholding of promoter and promoter group) - Percentage of shares - Non-encumbered - Number of shares - Percentage of shares	Particulars (a) Net Sales (b) Other Operating Income Income from Operations Expenditure (a) (Increase)/Decrease in stock-in-trade and work-in-progress (b) Consumption of raw materials (c) Purchases of traded goods (d) Employees cost (e) Depreciation (f) Other expenditure Sub-total Profit from operations before Other Income and Interest Other Income Profit before Interest Interest Other Income Profit from ordinary activities before Taxation Tax Expense - Current tax Deferred tax Deferred tax Deferred tax Net Profit Paid-up equity share capital (face value Rs. 5 each) Reserves and surplus (excluding revaluation reserves) Earnings Per Share - Basic and Diluted (Rs.) (not annualised) Public Shareholding - Number of shares - Percentage of shares (as a % of the total shareholding of promoter and promoter group) - Percentage of shares (as a % of the total shareholding of promoter and promoter group) - Percentage of shares (as a % of the total shareholding of promoter and promoter group) - Percentage of shares (as a % of the total shareholding of promoter and promoter group) - Percentage of shares (as a % of the total shareholding of promoter and promoter group) - Percentage of shares (as a % of the total shareholding of promoter and promoter group) - Percentage of shares (as a % of the total shareholding of promoter and promoter group) - Percentage of shares (as a % of the total shareholding of promoter and promoter group) - Percentage of shares (as a % of the total shareholding of promoter and promoter group) - Percentage of shares (as a % of the total shareholding of promoter and promoter group) - Percentage of shares (as a % of the total shareholding of promoter and promoter group) - Percentage of shares (as a % of the total shareholding of promoter and promoter group) - Percentage of shares (as a % of the total shareholding of promoter and promoter group) - Percentage of shares (as a % of the total share capital of promoter and promoter group) - Percentage of shares (as a % of the total share capital of promote	Particulars Company Company	Particulars	Particulars	A comparison		

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SEGMENT REVENUE, RESULTS AND CAPITAL EMPLOYED

Rupees Million

	Rupees Mill									
		Quarter	Quarter	Quarter	Nine Months	Nine Months	Year			
		ended	ended	ended	ended	ended	ended			
		31.12.2011	30.09.2011	31.12.2010	31.12.2011	31.12.2010	31.03.2011			
Sr. N	o. Particulars	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Audited)			
1.	Segment revenue									
	(a) Pharmaceuticals	1,421.5	1,400.9	1,249.3	4,167.8	3,761.5	4,897.8			
	(b) Generics	127.1	131.6	118.5	388.3	344.1	473.4			
	(c) OTC	340.6	324.2	284.6	873.9	748.6	1,008.6			
	(d) Animal Health	206.7	210.9	188.0	614.0	518.1	706.6			
	Net Sales	2,095.9	2,067.6	1,840.4	6,044.0	5,372.3	7,086.4			
2.	Segment results before interest and tax									
	(a) Pharmaceuticals	333.6	422.3	384.1	1,106.1	1,135.1	1,425.6			
	(b) Generics	57.5	38.8	58.9	155.0	147.8	210.4			
	(c) OTC	71.1	56.7	35.2	147.0	47.1	54.0			
	(d) Animal Health	14.3	19.9	5.4	54.7	35.5	56.9			
	Total	476.5	537.7	483.6	1,462.8	1,365.5	1,746.9			
	Add/(Less):									
	(a) Interest	(0.6)	(1.8)	(0.6)	(3.2)	(1.8)	(2.8)			
	(b) Other unallocable expenditure	(104.4)	(72.8)	(61.8)		(157.9)	(200.6)			
	(c) Other unallocable income	189.1	186.9	181.1	546.7	467.2	645.6			
	Total Profit before Taxation	560.6	650.0	602.3	1,769.9	1,673.0	2,189.1			
3.	Capital employed									
	(Segment assets less segment liabilities)									
	(a) Pharmaceuticals	53.9	374.9	200.3	53.9	200.3	223.2			
	(b) Generics	56.3	40.5	21.1	56.3	21.1	79.5			
	(c) OTC	6.1	0.3	(31.6)	6.1	(31.6)	(26.0)			
	(d) Animal Health	240.0	242.3	132.2	240.0	132.2	173.2			
	Total	356.3	658.0	322.0	356.3	322.0	449.9			
	Add: Unallocable corporate assets less unallocable									
	corporate liabilities	7,864.6	7,179.4	6,738.5	7,864.6	6,738.5	6,580.0			
	Total capital employed	8,220.9	7,837.4	7,060.5	8,220.9	7,060.5	7,029.9			
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Notes:

- 1. The above results were reviewed by the Audit Committee at its meeting held on 30th January 2012 and approved at the meeting of the Board of Directors held on that date.
- 2. The results for the quarter ended 31st December 2011 have been subjected to limited review by the statutory auditors of the company.
- 3. Provision for Taxation Current tax includes:
 - (a) charge for earlier year of Nil for the quarter ended 31st December 2011 (2010: Rs. 1.5 million) and Rs. 7.0 million for the nine months ended 31st December 2011 (2010: Rs. 1.5 million) and
 - (b) write back of provision for earlier year Nil for the quarter ended 31st December 2011 (2010: Rs. 5.7 million) and Nil for the nine months ended 31st December 2011 (2010: Rs. 11.6 million).
- 4. During the quarter, 3 investor complaints were received and resolved. No complaints were pending either at the beginning or at the end of the quarter.
- 5. Figures for the prior periods have been regrouped where necessary.

By Order of the Board

Ranjit Shahani Vice Chairman and Managing Director Mumbai, 30th January 2012