

Novartis India Limited

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

SEGMENT REVENUE, RESULTS AND CAPITAL EMPLOYED

Rupees Million

Sr. No.	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)
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)	(236.4)	(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

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