

RANBAXY



Ranbaxy Laboratories Limited

FINANCIAL RESULTS:

- July - September, 2010 (Q3)
- YTD September 30, 2010 (YTD)

Safe Harbor

RANBAXY

2

Except for the historical information contained herein, statements in this presentation and the subsequent discussions, which include words or phrases such as “will”, “aim”, “will likely result”, “would”, “believe”, “may”, “expect”, “will continue”, “anticipate”, “estimate”, “intend”, “plan”, “contemplate”, “seek to”, “future”, “objective”, “goal”, “likely”, “project”, “should”, “potential”, “will pursue” and similar expressions or variations of such expressions may constitute “forward-looking statements”. These forward-looking statements involve a number of risks, uncertainties and other factors that could cause actual results to differ materially from those suggested by the forward-looking statements. These risks and uncertainties include, but are not limited to our ability to successfully implement our strategy, our growth and expansion plans, obtain regulatory approvals, our provisioning policies, technological changes, investment and business income, cash flow projections, our exposure to market risks as well as other risks. Ranbaxy does not undertake any obligation to update forward-looking statements to reflect events or circumstances after the date thereof.

RANBAXY



Ranbaxy Laboratories Limited

FINANCIAL RESULTS:

- July - September, 2010 (Q3)
- YTD September 30, 2010 (YTD)

ARUN SAWHNEY

Managing Director

11 Nov 2010

Investors Call

RANBAXY



Ranbaxy Laboratories Limited

FINANCIAL RESULTS:

- July - September, 2010 (Q3)
- YTD September 30, 2010 (YTD)

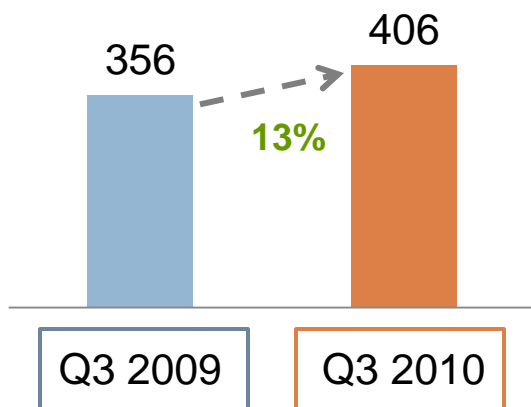
OMESH SETHI
President & CFO

Sales Performance

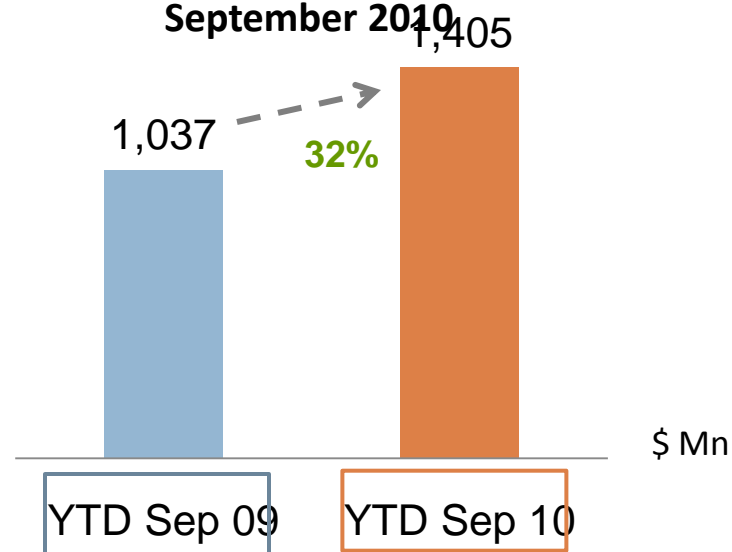
RANBAXY

5

**Consolidated Revenues
Q3 2010**



**Consolidated Revenues YTD
September 2010**



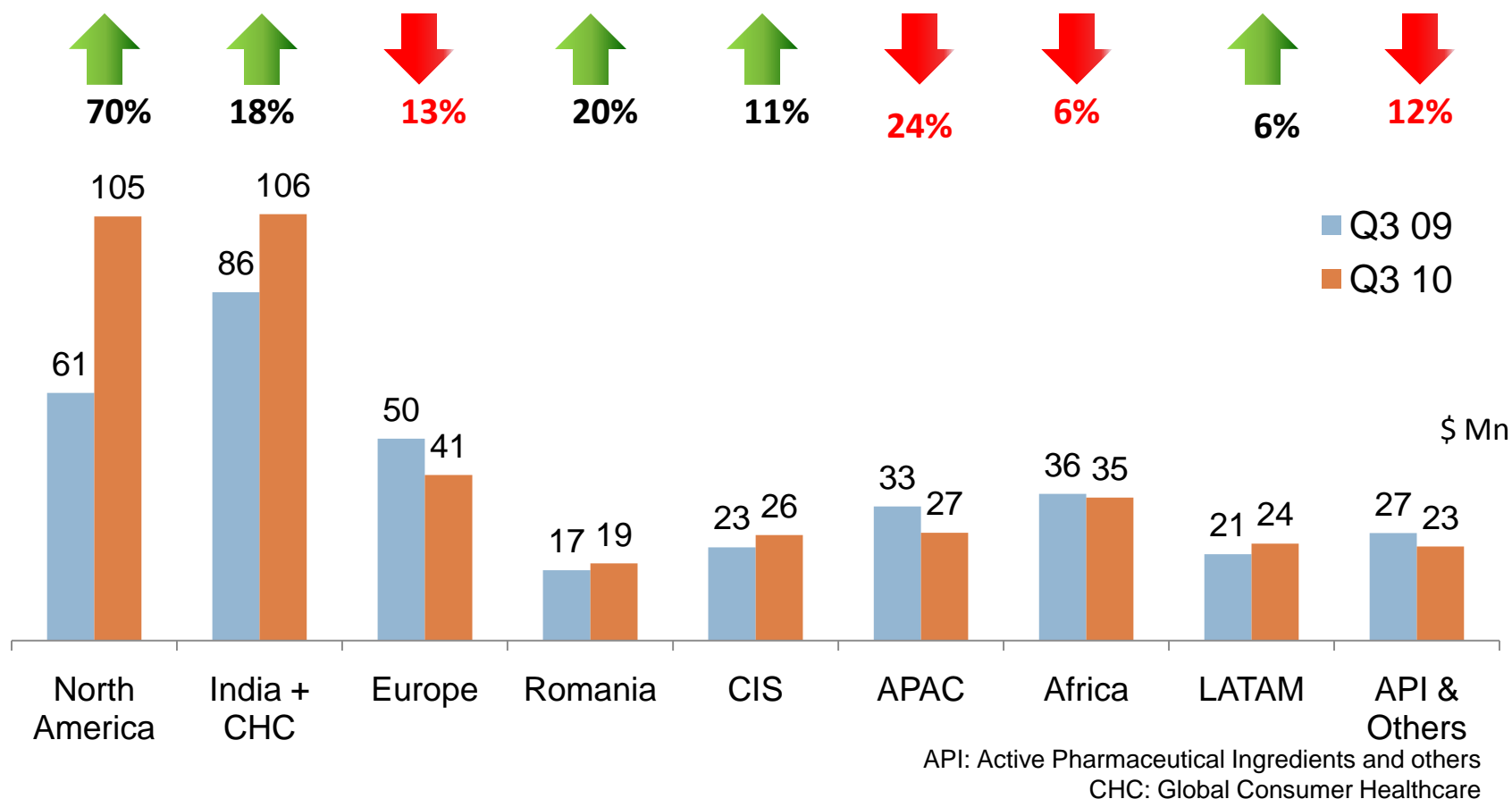
- Broad based overall revenue growth
- YTD level growth helped by improvement in business performance, product mix and is aided by FTF

Sales growth % are calculated at constant forex over Q3 10/ YTD September 2010, unless mentioned otherwise

Q3 2010: Sales by Geography/ Segment

RANBAXY

6



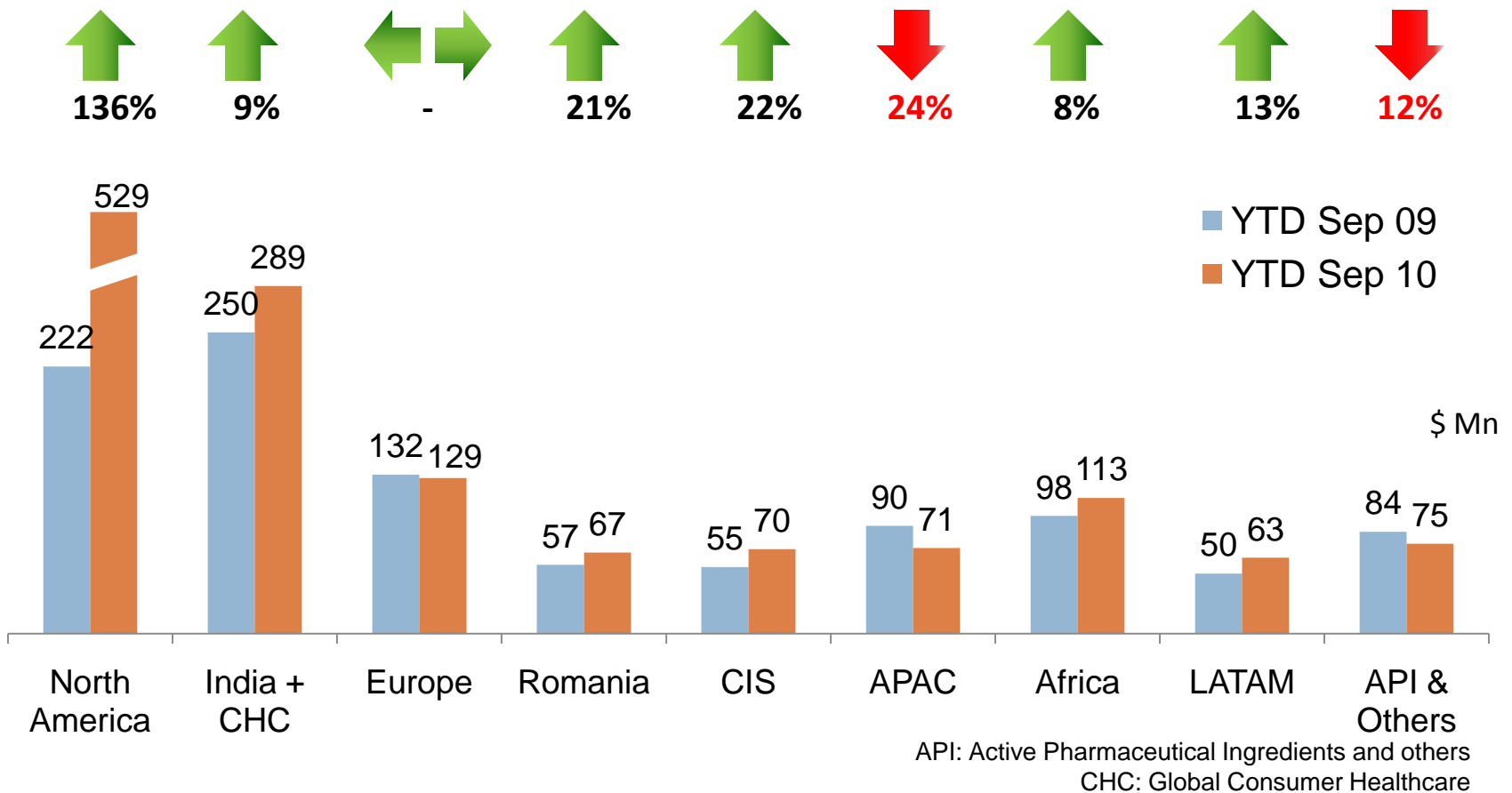
Major geographies / business segments grew during the Quarter

Sales growth % are calculated at constant forex over Q3 10/ YTD September 2010, unless mentioned otherwise

YTD Sep 2010: Sales by Geography/ Segment

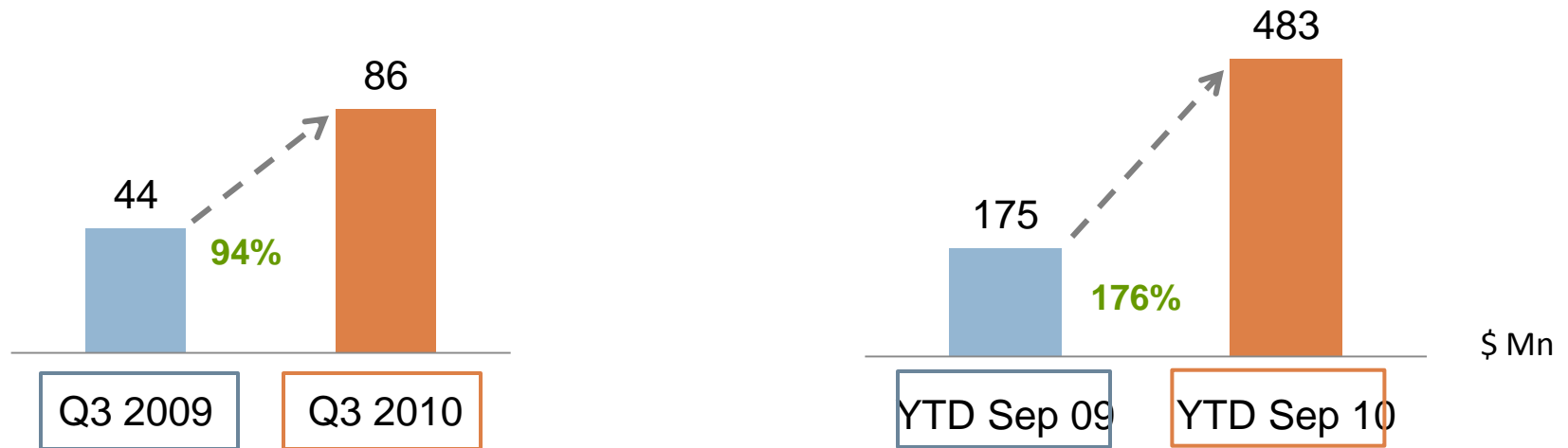
RANBAXY

7

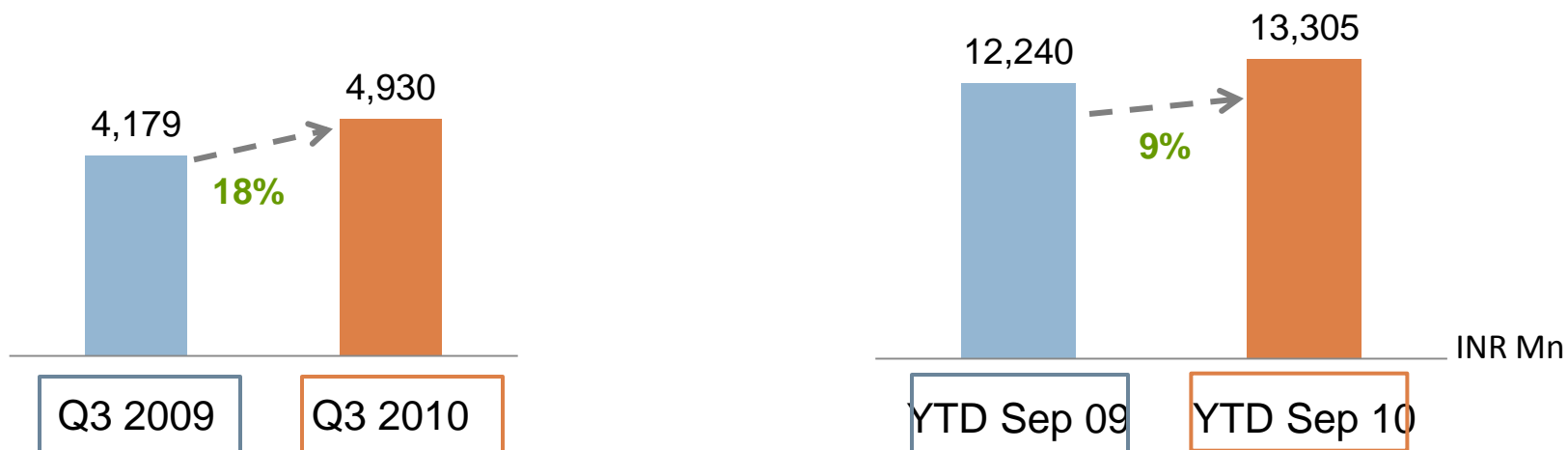


YTD September 2010 continues the trend of consistent broad based growth

Sales growth % are calculated at constant forex over Q3 10/ YTD September 2010, unless mentioned otherwise



□ Valacyclovir continued good performance retaining 1/3rd of the market post exclusivity. OTC segment has also grown on YTD basis

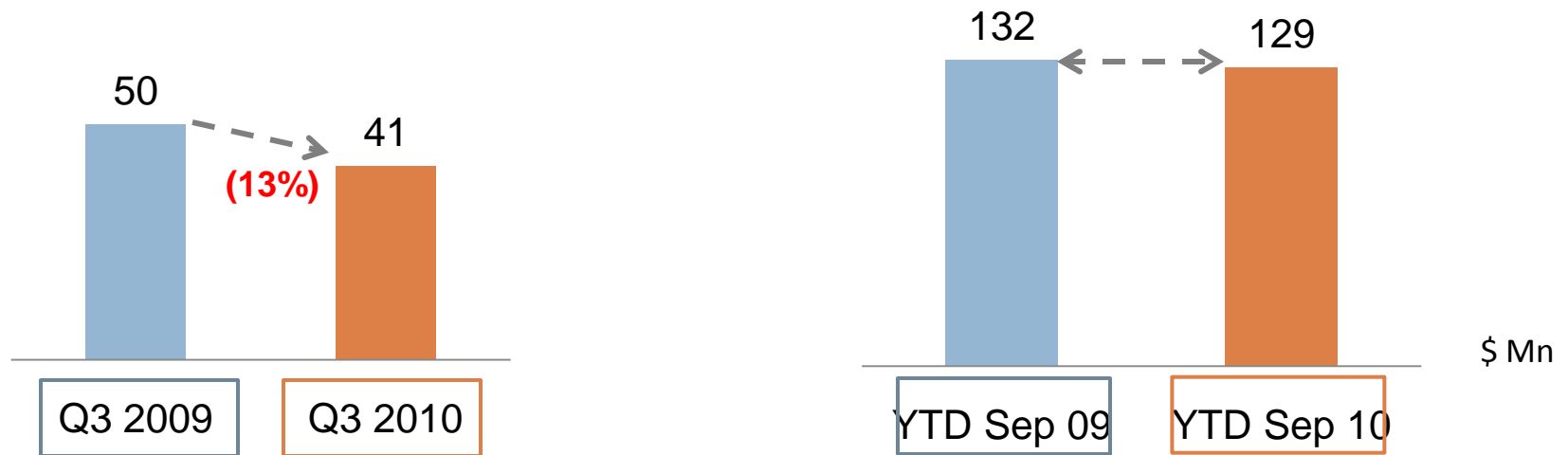


- Results of various initiatives have helped India business grow at similar rates as the rest of the Indian Pharmaceutical Market
- CHC ranked No. 1 in its represented market: market share increased for all key brands viz., Revital, Volini, Chericof

Europe

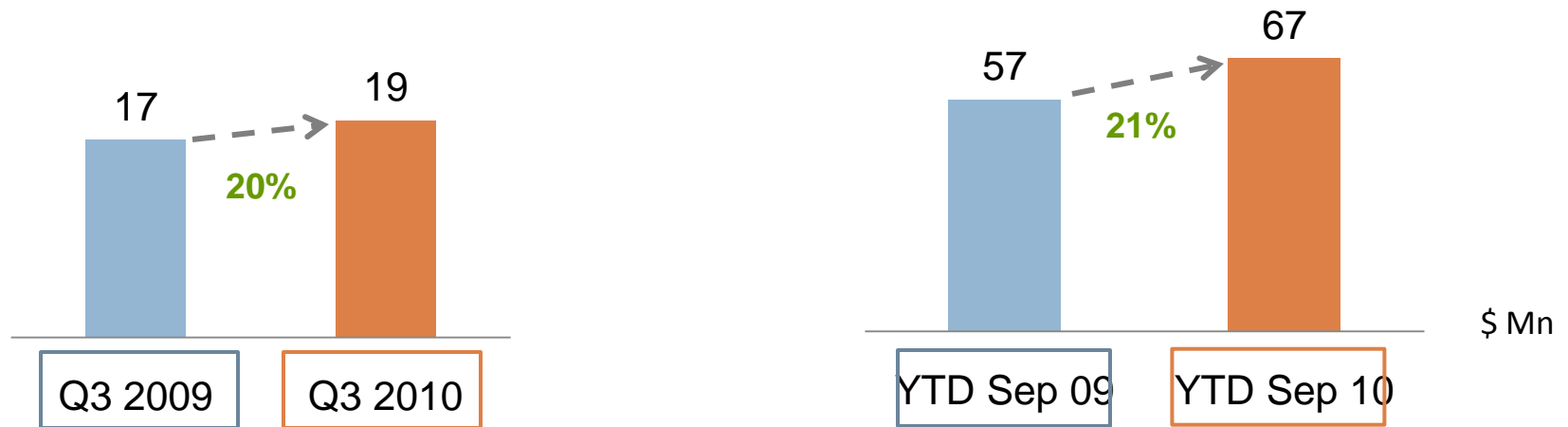
RANBAXY

10

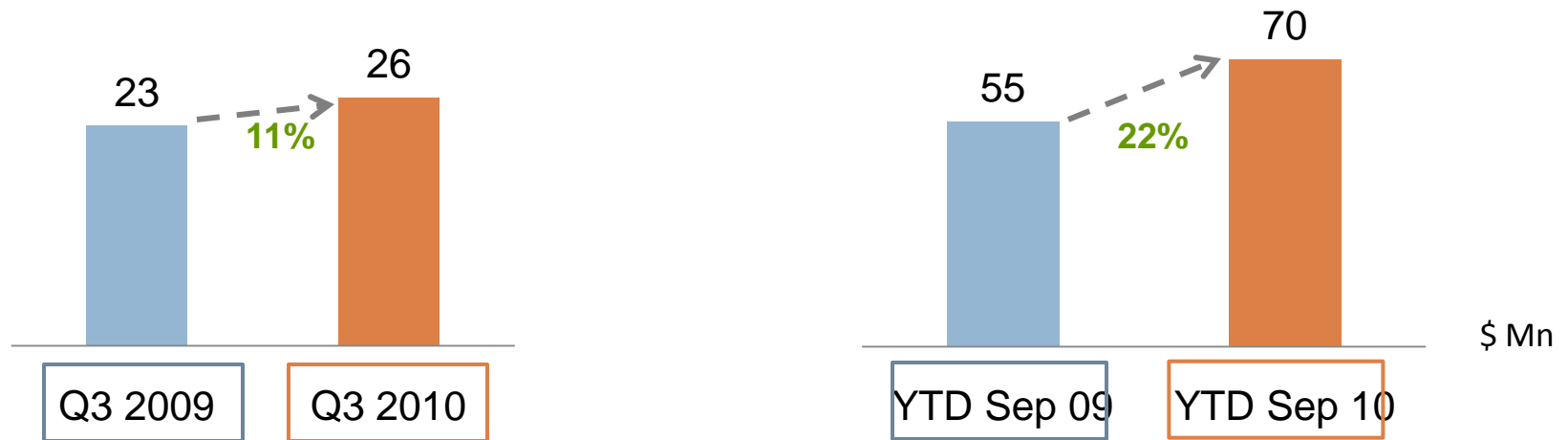


- Channel issues in Europe had a negative impact on the region performance
- Growth continued on YTD basis led by Romania

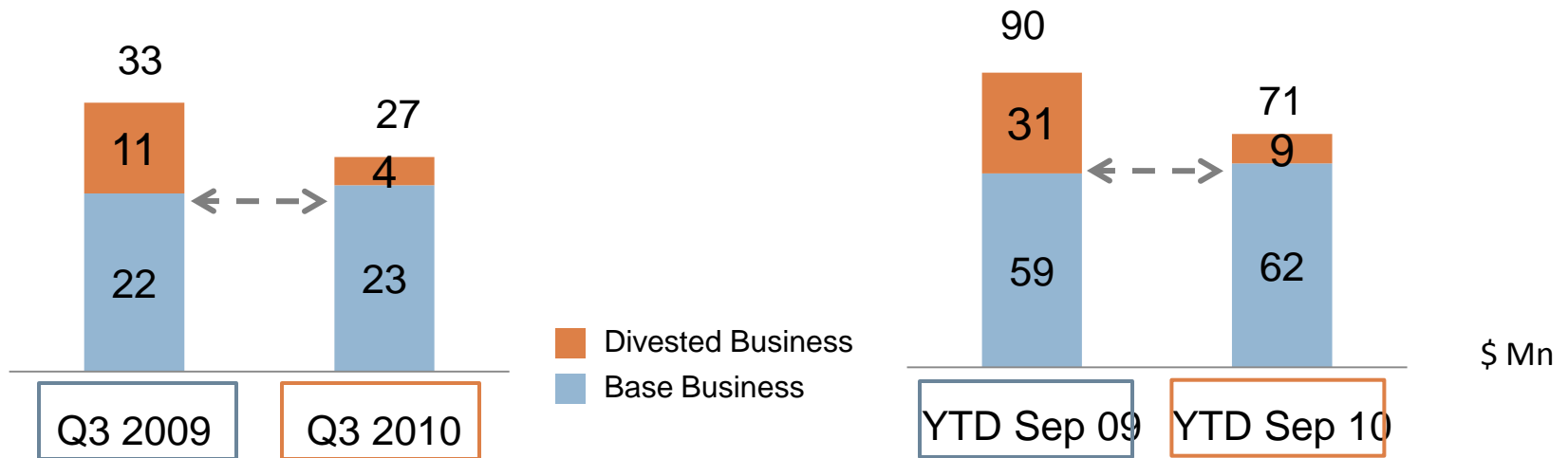
Sales growth % are calculated at constant forex over Q3 10/ YTD September 2010, unless mentioned otherwise



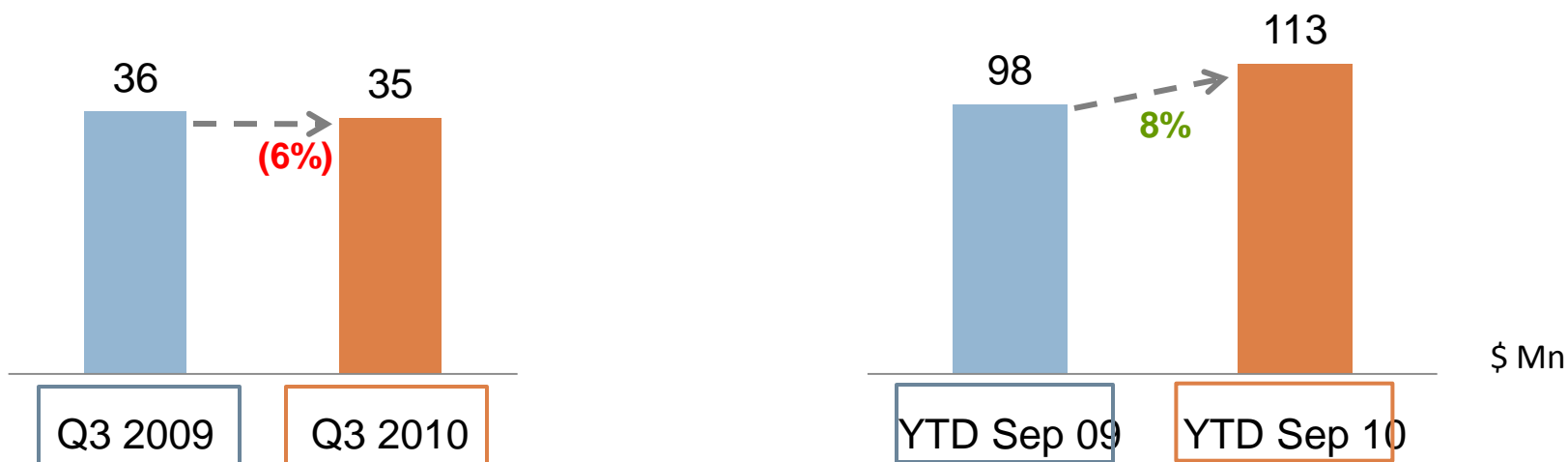
- Trend of robust growth continued for the third consecutive quarter
- Growth continues even while the economy and Pharma markets evolve



- Growth in the Quarter stabilized amid volatile currency movement
- In Russia, Ranbaxy is ranked number 1 in its represented market



- De-growth largely due to change of business model in China, Japan and Vietnam

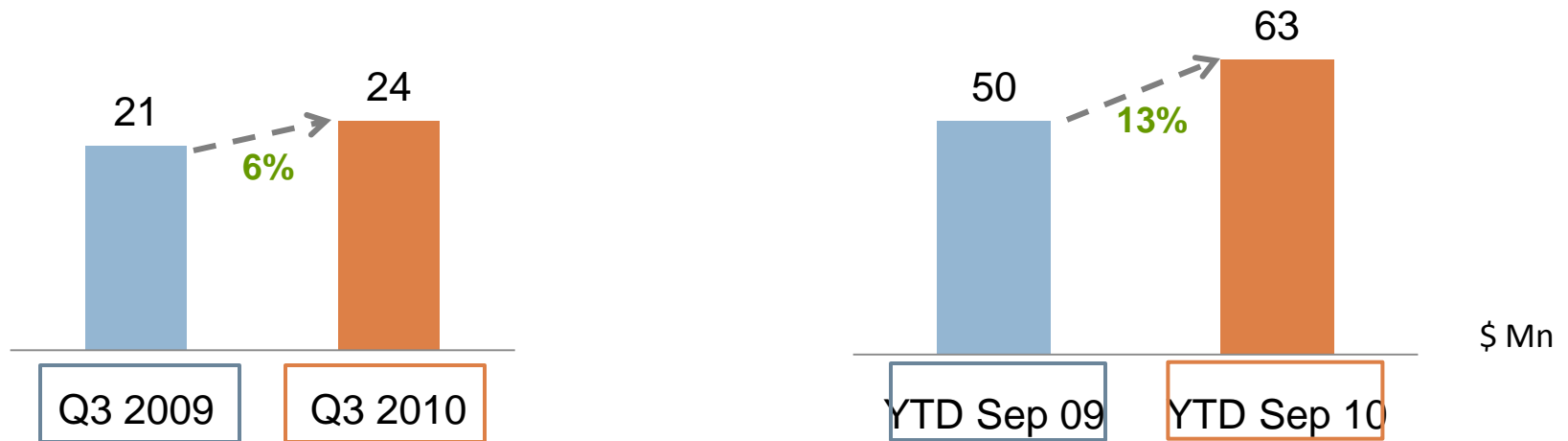


- Launch of major new manufacturing facility in South Africa
- ARV performance and new facility will help region
- Business grew on YTD basis

Latin America

RANBAXY

15



- Brazil and Rest of LATAM continued to perform better than last year
- Sales grew 6% during the Quarter and 13% on YTD basis

Sales growth % are calculated at constant forex over Q3 10/ YTD September 2010, unless mentioned otherwise

Financials Q3 2010 & YTD September 2010 – USD

RANBAXY

16

Q3 09	Q3 10	Particulars in \$ Mn	YTD Sep 09	YTD Sep 10
356	406	Gross Sales	1,037	1,405
(1)	(1)	(Less): Excise duty	(2)	(2)
355	405	Net Sales	1,035	1,403
35	11	Other operating income	57	83
389	416	Total Operating Income	1,092	1,486
154	168	Total Consumption	478	499
4	3	Operating Forex expense/ (gain)	14	12
63	79	Employee cost	212	243
124	137	Other Operating expenses	342	383
346	387	Total other expenditure	1,046	1,137
44	29	EBITDA	46	349
14	21	Depreciation and amortization	40	58
1	18	Interest and other income	9	34
0	(24)	Foreign exchange (gain)/ loss on loans	(13)	(27)
31	49	Profit/(loss) from ordinary activities before tax	28	351
		Exceptional Items		
	(6)	(Loss)/ Gain on disposal of long-term investments	-	39
2	33	Forex (loss)/ gain on foreign currency option derivatives	(14)	66
33	76	Profit/(loss) after exceptional items before tax	14	456
24	67	Net profit/ (loss) from ordinary activities after tax	10	349
7%	17%	PAT%	1%	25%

Operational Result (excluding Forex and Exceptional Items) Q2 2010

RANBAXY

17

Q3 09	Q3 10	Particulars	YTD Sep 09	YTD Sep 10
356	406	Gross Sales	1,037	1,405
44	29	EBITDA	46	349
12%	7%	% to Sales	4%	25%
4	3	Forex	14	12
		Operational EBITDA		
48	32	(EBITDA without Forex/Except Items)	60	360
13%	8%	% to Sales	6%	26%
33	76	EBT	14	456
0	(24)	Foreign Exchange FCCB	(13)	(27)
2	(30)	Total Forex including Derivatives	28	(54)
-	6	Sale of Assets/ Investments	-	(39)
		Operational EBT		
35	29	(EBT without Forex/Except Items)	30	336
10%	7%	% to Sales	3%	24%

Financials Q3 2010 & YTD September 2010 – INR

RANBAXY

18

Q3 09	Q3 10	Particulars in INR Mn	YTD Sep 09	YTD Sep 10
17,205	18.872	Gross Sales	50,742	64,803
(42)	(34)	(Less): Excise duty	(112)	(110)
17,163	18,838	Net sales	50,630	64,693
1,695	509	Other operating income	2,791	3,831
18,858	19,347	Total Operating Income	53,421	68,524
7,446	7,800	Total Consumption	23,372	23,035
200	141	Operating Forex expense/ (gain)	686	534
3,058	3,661	Employee cost	10,395	11,225
6,021	6,359	Other Operating expenses	16,729	17,643
16,725	17,960	Total other expenditure	51,182	52,437
2,133	1,386	EBITDA	2,239	16,087
654	987	Depreciation and amortization	1,937	2,687
42	822	Interest and other income	456	1,556
8	(1,097)	Foreign exchange (gain)/ loss on loans	(627)	(1,237)
1,513	2,319	Profit/(loss) from ordinary activities before tax	1,385	16,192
		Exceptional Items		
	(251)	(Loss)/ Gain on disposal of long-term investments		1,813
88	1,508	Forex (loss)/ gain on foreign currency option derivatives	(676)	3,043
1,601	3,576	Profit/(loss) after exceptional items before tax	709	21,049
1,166	3,128	Net profit/ (loss) from ordinary activities after tax	487	16,079
7%	17%	PAT%	1%	25%

RANBAXY



Questions & Answers
