

13<sup>th</sup> February, 2012

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| (1) Bombay Stock Exchange Ltd<br>Listing Department,<br>Phiroze Jeejeebhoy Towers,<br>Dalal Street,<br>Mumbai 400 001 | (2) National Stock Exchange of India<br>Ltd<br>Listing Department<br>Exchange Plaza, 5 <sup>th</sup> floor,<br>Plot no. C/1, G Block,<br>Bandra Kurla Complex,<br>Bandra (East), Mumbai - 400 051 |
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**Scrip Code: 500087**

**Scrip Code: CIPLA EQ**

Dear Sirs,

Please find enclosed copy of the note displayed on our website [www.cipla.com](http://www.cipla.com)  
for your reference.

Kindly acknowledge the receipt.

Thank you,

Yours faithfully,  
For Cipla Limited



Mital Sanghvi  
Company Secretary

Encl: as above

	Quarter Ended			Nine Months Ended		
	31/12/2011	31/12/2010	% change	31/12/2011	31/12/2010	% change
Domestic	868.68	733.97	18.4%	2459.33	2165.53	13.6%
Exports - Formulations	702.17	643.18	9.2%	2112.62	1932.81	9.3%
APIs & others	163.65	138.60	18.1%	494.45	447.03	10.6%
Total Exports	865.82	781.78	10.7%	2607.07	2379.84	9.5%
% of exports to total sales	49.9%	51.6%		51.5%	52.4%	
<b>Total Sales</b>	<b>1734.50</b>	<b>1515.75</b>	<b>14.4%</b>	<b>5066.40</b>	<b>4545.37</b>	<b>11.5%</b>
Other operating income						
Technology knowhow/fees	7.83	15.14		25.43	42.99	
Others	38.70	40.57		108.38	105.85	
Total	46.53	55.71	-16.5%	133.81	148.84	-10.1%
<b>Income from Operations</b>	<b>1781.03</b>	<b>1571.46</b>	<b>13.3%</b>	<b>5200.21</b>	<b>4694.21</b>	<b>10.8%</b>
<b>Material Cost</b>	<b>718.28</b>	<b>695.84</b>		<b>2098.16</b>	<b>2114.77</b>	
% to total sales	41.4%	45.9%		41.4%	46.5%	
<b>Operating margin</b>	<b>391.45</b>	<b>318.18</b>	<b>23.0%</b>	<b>1198.60</b>	<b>1035.34</b>	<b>15.8%</b>
% to income from operations	22.0%	20.2%		23.0%	22.1%	
<b>Profit before tax</b>	<b>342.63</b>	<b>275.69</b>	<b>24.3%</b>	<b>1056.44</b>	<b>907.12</b>	<b>16.5%</b>
% to income from operations	19.2%	17.5%		20.3%	19.3%	
<b>Profit after tax</b>	<b>269.91</b>	<b>232.69</b>	<b>16.0%</b>	<b>832.22</b>	<b>753.12</b>	<b>10.5%</b>
% to income from operations	15.2%	14.8%		16.0%	16.0%	

During the quarter, the company posted a growth of more than 13% in income from operations. Domestic sales grew by more than 18% and export sales grew by about 11% for the quarter. Operating margins and profits after tax have increased by about 23% and 16% respectively on a year-on-year basis.

Material cost has decreased by about 4.5% on a year-on-year basis mainly on account of rationalization of product mix and markets. While such measures would result in increased margins, there could be an adverse effect on revenues in the short term.

The increase in staff cost (Rs. 52 cr) is due to annual increments as well as increase in manpower and is in line with the previous quarter. Other expenditure has increased by about Rs. 56 cr mainly due to increase in selling expenses, professional fees and factory expenditure such as repairs & maintenance, power & fuel, etc. The increase in selling expenses is in line with the increase in turnover. Tax for the current quarter has increased mainly due to expiry of tax benefits on EOUs.