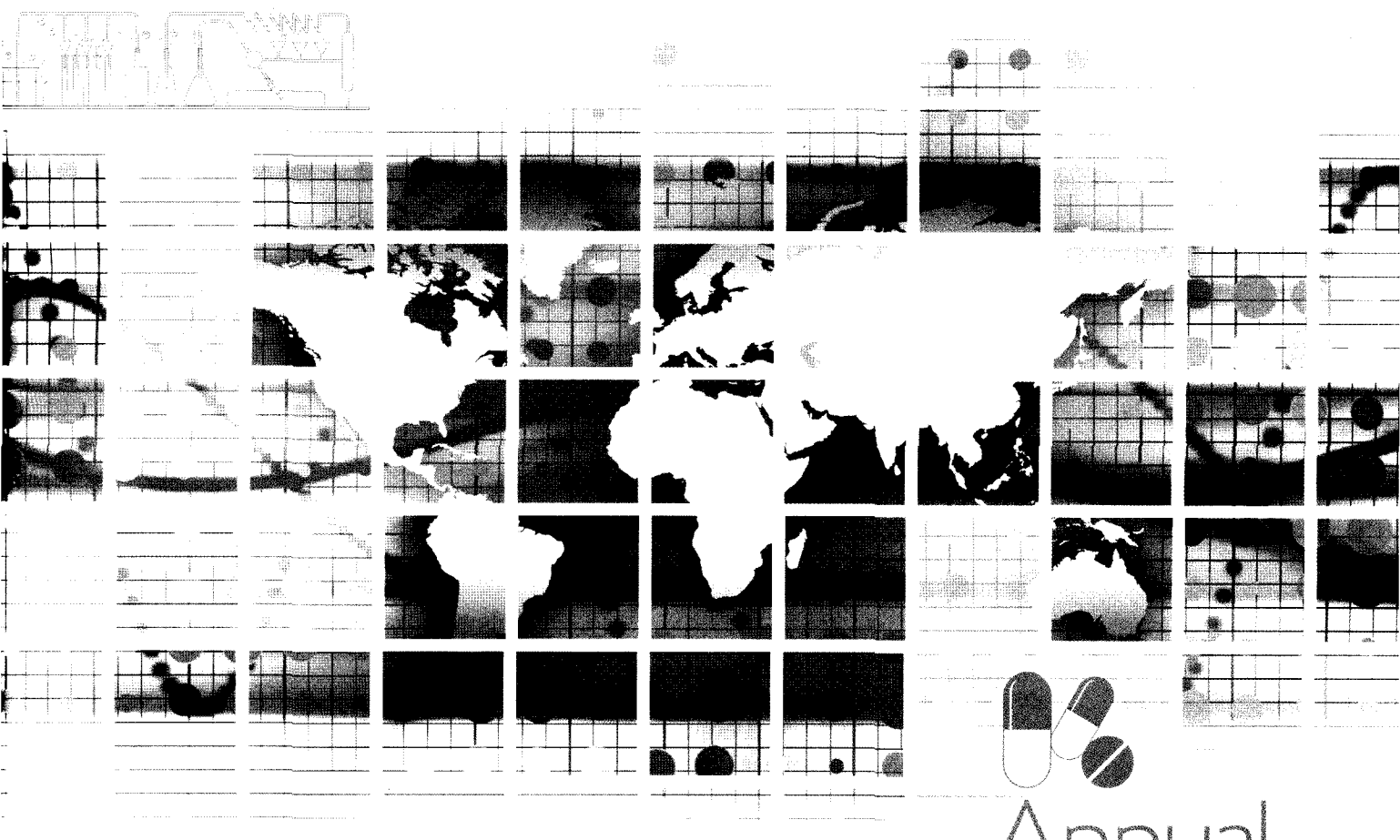
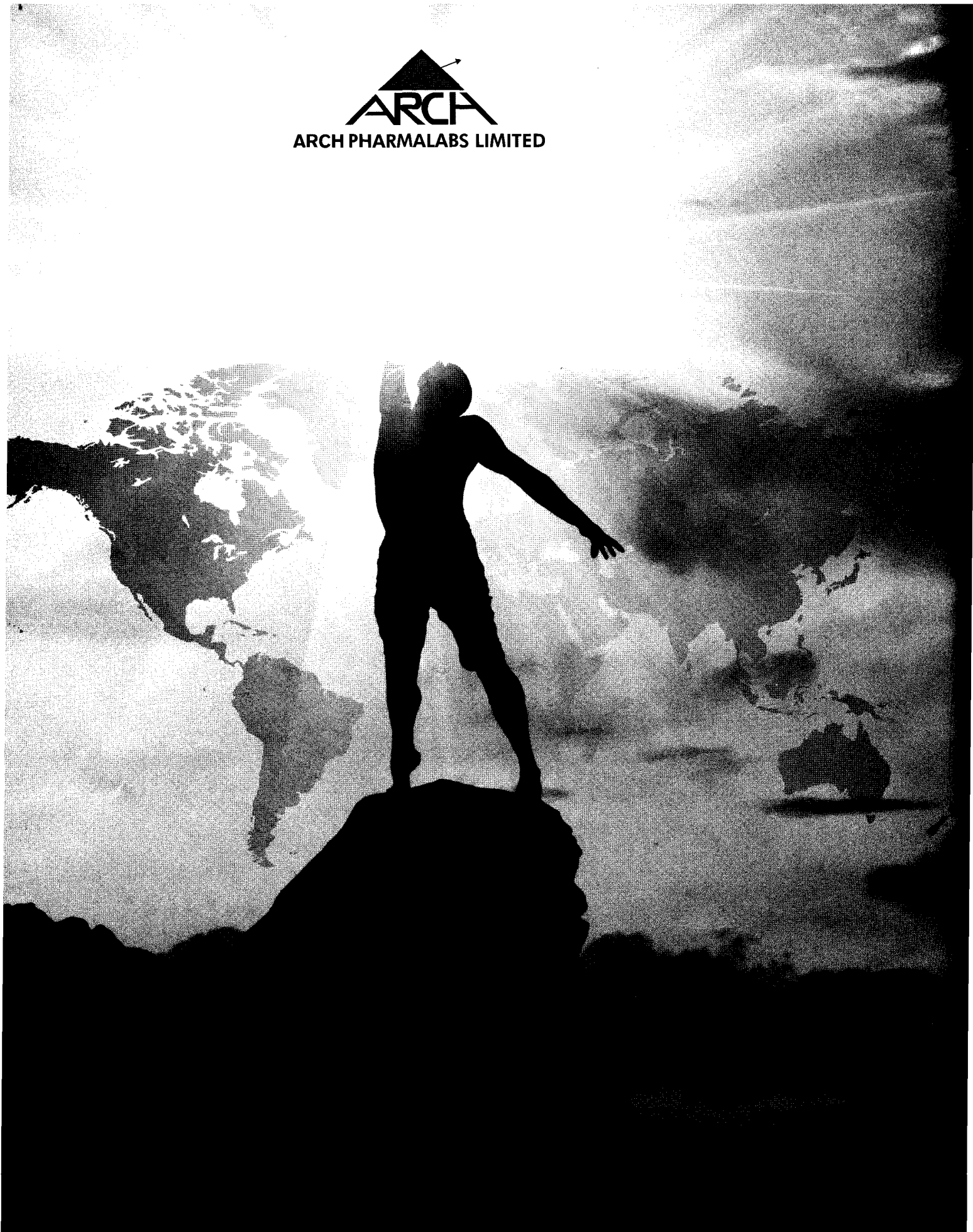


The global footprints of excellence




**Annual
Report**
2011 - 2012


ARCH PHARMALABS LIMITED



“ Excellence is the
gradual result
of always striving
to do better.”

is the driving force

company continually

factors - constant

erience of a team of

and dedicated staff.

and Manufacturing

ores of the country.

to more than 60 countries.

come to appreciate

ds of the company,

n “Ask Arch First”.



Inside story

Company & Strategic Overview

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Company & Strategic Overview

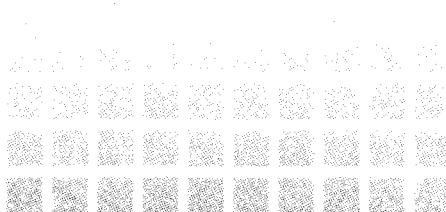
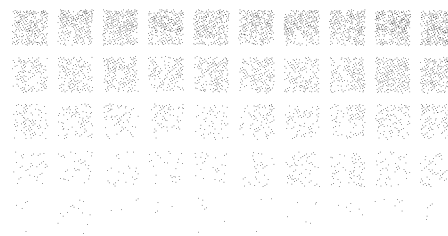
Arch Pharmalabs Limited is an integrated manufacturer of Active Pharmaceutical Ingredients (APIs) and Intermediates. We are also engaged in Contract Research and Manufacturing Services (CRAMS).

Product mix

Diversified product mix of APIs and Intermediates with over 120 products (over 65 APIs and more than 55 Intermediates) across various therapeutic segments.



Over 65 APIs ➤➤



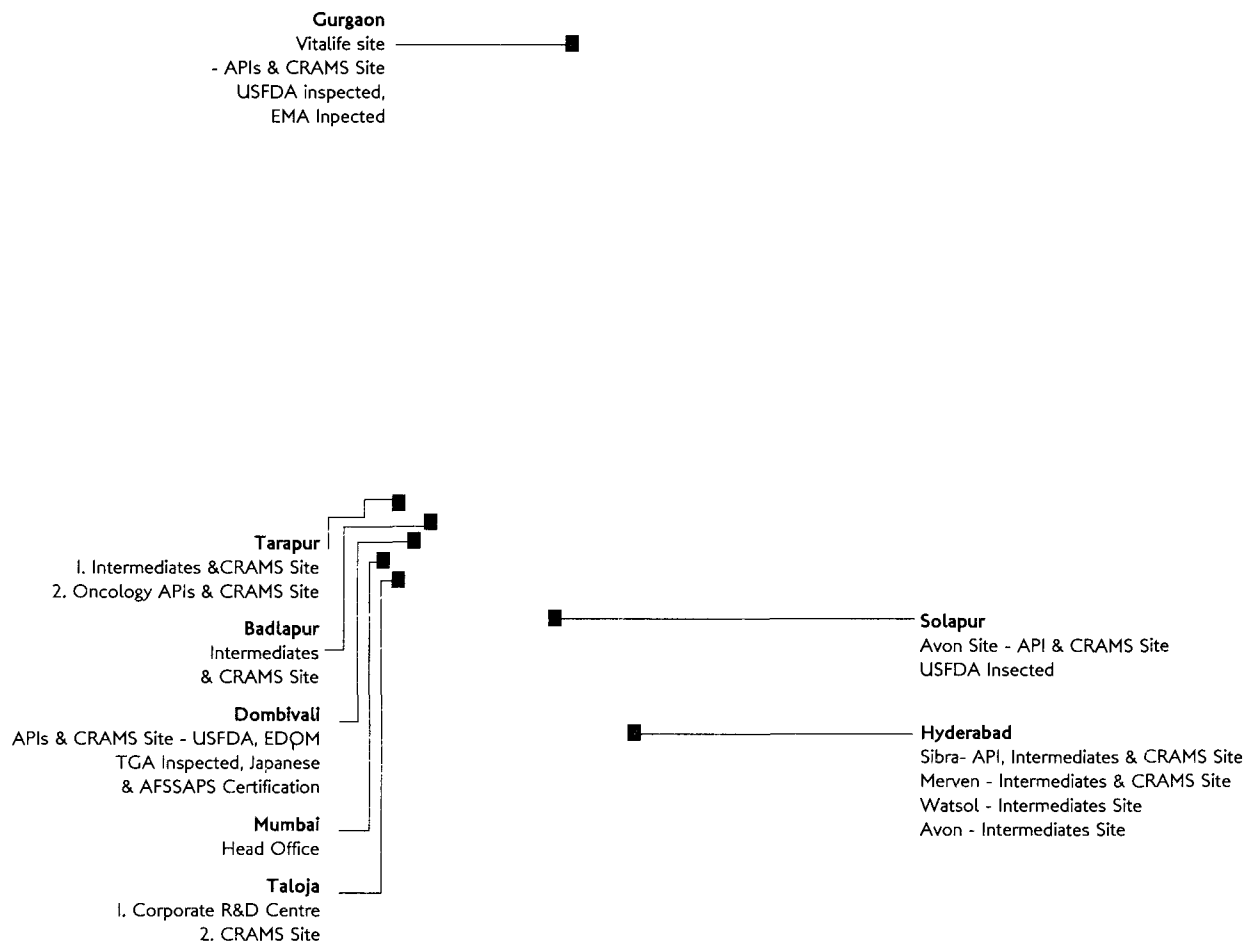
◀◀ More than
55 Intermediates

APIs and Intermediates with over

120
PRODUCTS

Arch facilities across India

11 multipurpose manufacturing facilities and one R&D Centre in India



API Sites - 5

Intermediate Sites - 6

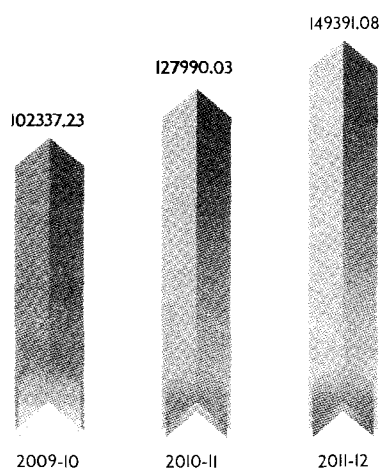
R&D Centre - 1

Map not to scale

Our numbers speak volumes about our work

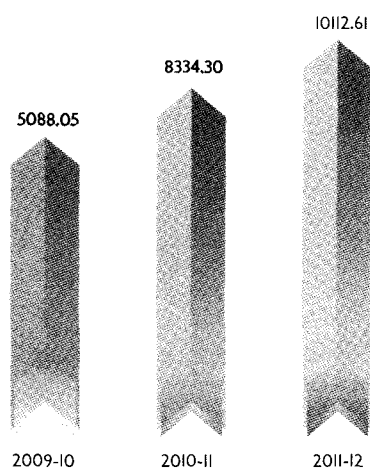
Net Sales

₹ in Lakhs



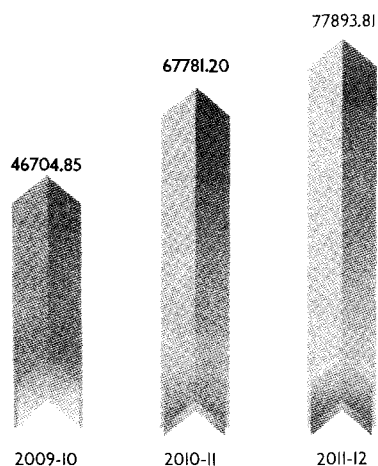
Profit After Tax

₹ in Lakhs



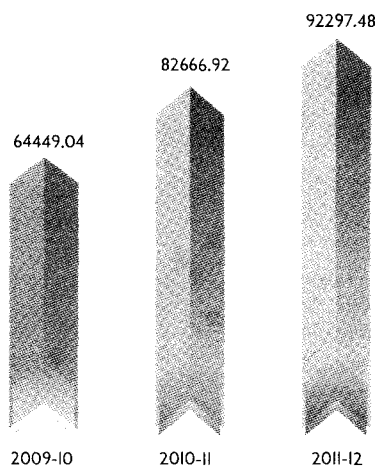
Net worth

₹ in Lakhs



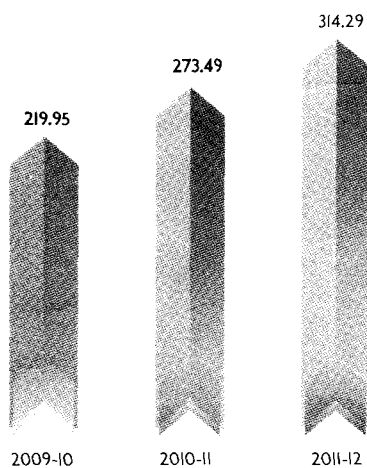
Net Fixed Assets

₹ in Lakhs



Book Value

In ₹



PERFORMANCE HIGHLIGHTS

(Amount in ₹ Lakhs)

Particulars for the year ended	2005-06	2006-07	2007-08	2008-09	2009-10	2010-11	2011-12
Net Sales	24682.70	36255.19	51419.93	71332.67	102337.23	127990.03	149391.08
Profit before Depreciation, Interest & Tax (PBDIT)	4658.74	7032.26	9839.08	13821.37	24239.60	33248.88	43456.15
Depreciation	825.90	1193.44	1606.19	2400.64	4586.59	6004.06	7283.48
Profit before Interest & Tax (PBIT)	3832.84	5838.82	8232.89	11420.73	19653.01	27244.82	36172.67
Interest & Finance Charges	1515.45	2495.81	3570.57	5964.06	12505.80	15424.42	22323.16
Profit before Tax (PBT)	2317.39	3343.01	4662.32	5456.67	7147.21	11820.40	13849.51
Profit after Tax (PAT)	1591.33	2376.51	3344.98	3805.93	5088.05	8334.30	10112.61
Add: Extraordinary Income	0.00	640.00	0.00	(129.35)	0.00	0.00	0.00
Profit after Tax (After Extraordinary Income)	1591.33	3016.51	3344.98	3676.58	5088.05	8334.30	10112.61
Cash Profit	2454.39	4247.11	4988.33	6340.15	9674.64	14338.36	17396.09

FINANCIAL HIGHLIGHTS

(Amount in ₹ Lakhs)

Particulars as on	2005-06	2006-07	2007-08	2008-09	2009-10	2010-11	2011-12
Equity Share Capital	1368.65	1608.65	2123.40	2123.40	2123.40	2478.40	2478.40
Reserves & Surplus	6911.92	15504.68	32816.81	36493.39	41581.45	65302.80	75415.41
Less : Miscellaneous Expenditure not w/off	152.67	115.51	117.97	0.00	0.00	0.00	0.00
Tangible Network	8127.90	16997.82	34822.24	38616.79	43704.85	67781.20	77893.81
Share Application Money	0.00	0.00	0.00	0.00	3000.00	0.00	0.00
Quasi Network	8127.90	16997.82	34822.24	38616.79	46704.85	67781.20	77893.81
Deferred tax	691.92	1393.80	2,056.14	2917.88	4251.04	5210.41	5847.31
Net Fixed Assets	14841.79	19132.77	27102.52	57811.02	64449.04	82666.92	92297.48
Current Assets	17803.58	33552.01	47498.51	83297.15	119054.36	145500.07	184337.41
Investment	51.77	1312.32	7908.49	7178.68	4924.35	4924.35	4919.35
Total Capital	32697.14	53997.10	82509.52	148286.85	188,427.75	233091.34	281554.24

KEY RATIOS

(Amount in ₹ Lakhs)

Particulars as on	2005-06	2006-07	2007-08	2008-09	2009-10	2010-11	2011-12
Profitability Ratios							
PBDIT / Net Sales (%)	18.87%	19.40%	19.13%	19.38%	23.69%	25.98%	29.09%
Profit before Tax / Net Sales (%)	9.39%	9.22%	9.07%	7.65%	6.98%	9.24%	9.27%
Profit after Tax (PAT) / Net Sales (%)	6.45%	6.56%	6.51%	5.34%	4.97%	6.51%	6.77%
Return on Total Capital	11.72%	10.81%	9.98%	7.71%	10.43%	11.69%	12.85%
Leverage Ratios							
Current Ratio	1.35	1.90	2.15	1.67	1.76	1.46	1.45
Debt Equity Ratio	1.32	1.05	0.68	1.47	1.49	1.15	1.07
Coverage Ratio							
Interest Coverage Ratio	2.60	2.43	2.39	2.04	1.74	1.93	1.78
Fixed Assets Coverage Ratio *	1.54	1.49	2.02	1.49	1.69	1.37	1.36
Debt/PBDIT	3.80	4.08	3.91	6.15	4.63	2.72	2.85
Earnings Per Share (EPS) (in Rs.)	11.63	14.77	15.75	17.92	23.96	33.63	40.80
Book Value (In Rs.)	59.39	105.67	163.99	181.86	219.95	273.49	314.29

* after considering subservient charge loans

Note: Above financials are on Standalone basis

Manufacturing facilities

PARTICULARS	MEDAK UNIT 1	TARAPUR UNIT 1	GURGAON UNIT	BADLAPUR UNIT	TALOJA UNIT
VERTICAL & PRODUCTS					
Vertical	Intermediates & CRAMS	Intermediates & CRAMS	APIs & CRAMS	Intermediates & CRAMS	CRAMS
Primarily catering to Therapeutic Segments	Lipid Lowering Agents (Atorvastatin), Antibiotics (Synthetic Side Chains)	Lipid Lowering Agents (Atorvastatin)	Cardiovascular, Anti-Platelet, Anti-Asthmatic, Anti-Retroviral	Lipid Lowering Agents (Atorvastatin), Cardiovascular, Anti-diabetic	NA
Key Products	ATS-8 (TBIN), ATS-9 and ATV-1 (L1), DKT3, Isoxazole Penicillins Side Chains	ATS-5 (HN)	Atorvastatin, Clopidogrel, Montelukast, Perindopril, Zidovudine, Lamivudine, Ritonavir, Piperaquine-DHA	GBI, SOLE3, NFHDA, TTC-HCl, MKT-DIOL	NA
QUALITY CERTIFICATIONS					
cGMP	NA	NA	Compliant	Compliant	NA
Inspected / Accredited	—	—	USFDA Inspected, EMA Inspected	—	—
Drug Master Files	7 USDMFs		10 USDMF 1 CEP 1 (Applied CEP) 7 Other DMFs	1 USDMF	
ISO 9001:2008	√	√	√	√	
ISO 14001:2004	√		√		
OHSAS 18001:2007	√		√		
INFRASTRUCTURE					
In-house R&D Site	√		√		