

Sixty-Ninth Annual Report 2004-2005



Drug major Cipla Ltd has registered a rise in net profit of 66.9% to Rs 125.7 crore for the third quarter ended December 31 2004 from Rs 75.3 crore registered during the same period last year The significant jump in the net profit is due to the rise in other income to Rs 41.2 crore from Rs-8.9 crore during the same period.

With the sharp rise in net profits, its earnings per share (EPS) for the quarter moved up sharply to Rs 4.19 from Rs 2.51 in the similar period of last year. The net sales and income from operations

touched Rs 506, 14 erore from a low of Rs 480.58

Cipla improved its performance in the period nine-month also and its net saleimproved by 25.7% to Rs 1,706.9 crore from Rs 1,358 crore in the corresponding months of Other income moved significantly ! 156.7% to Rs 60.5 f Rs 23.6 crore 1 pushed its net p 41.7% to Rs 30 from Rs 212 The Stock Mumbai (pla stock a 0.50 day '

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Cipla net profit Up 47% You the appearance Stated Supplies

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Cipla Limited

Founder

Dr. K.A. Hamied (1898-1972)

Chairman & Managing Director

Dr. Y.K. Hamied

Joint Managing Directors

Mr. M.K. Hamied Mr. Amar Lulla

Non-Executive Directors

Dr. M.K. Gurjar Mr. V.C. Kotwal Dr. H.R. Manchanda Mr. S.A.A. Pinto Mr. M.R. Raghavan Mr. Ramesh Shroff

Bankers

Bank of Baroda
Canara Bank
Corporation Bank
Indian Overseas Bank
Standard Chartered Bank
The Hongkong & Shanghai Banking
Corporation Limited
Union Bank of India

Auditors

R.S. Bharucha & Co. R.G.N. Price & Co.

Registered Office

Mumbai Central, Mumbai 400 008

Website

www.cipla.com



Cipla signs R&D deal

into a research alliance with Bangalore-based biotech company Avestha Gengraine Techdevelop nologies, to pharmaceuticals and a new class of biotech products called targeted therapies.

The partnership will develop auto-immune products for disorders and will subsequently be broadened to include other areas such as cardio-vascular disease and cancer.

Avesthagen, under the t of the agreement, will for research and product de ment, white Cipla will oc trate on marketing and dist

This is the first research tick between a pharma major biotech company in India;

Avesthagen struck a deal L year for tuberculosis treatme

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Pharma major Cipla has entered with bioMerieux, a 1 bn euro French diagnostic giant. The companies will jointly develop a diagnostic kit based on the Affymetrix gene chip technol-

Avesthagen Gengraine started commercial operations in '01 and has since floated two other companies - Avesthagen, based in San Diego, Calif

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DIRECTORS' REPORT

The Directors take pleasure in presenting the Sixty-Ninth Annual Report of the Company and Audited Accounts for the year ended 31st March 2005.

Financial Summary

Year ended 31st March 2004		Year ended 31st March 2005	Increase over previous year (%)
20,910	Sales and other income	24,829	19
4,444	Gross profit before depreciation and tax	5,697	28
2,956	Net profit for the year	4,096	39
Ė	Surplus brought forward from last balance sheet	941	
2,956	Profit available for appropriation	5,037	
	Appropriations:		
900	Dividend	1,050	17
115	Tax on dividend	149	30
1,000	Transfer to general reserve	1,500	50
941	Surplus carried forward	2,338	

In rupees million

Dividend

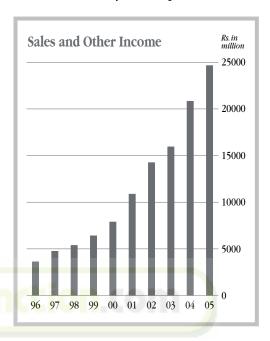
The Directors recommend a dividend of Rs. 3.50 per share on 29,98,70,233 equity shares of Rs. 2 each.

MANAGEMENT REVIEW: 2004-05 Industry Structure and Developments

The Indian pharmaceutical industry grew by 4.2 percent during the year 2004-05.

The introduction of The Patents (Amendment) Act, 2005, early this year brought in the product patent regime, which came into force on 1st January 2005. The domestic industry will need to gear itself to meet the challenges

of this new scenario and a spate of strategic realignment and consolidation activity within the industry is anticipated.



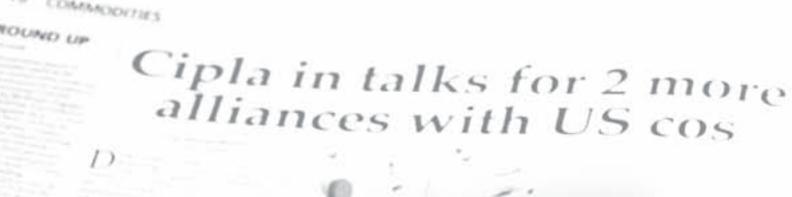
Performance Review

Sales for the year crossed Rs.23,250 million, recording an impressive 18 percent growth over the previous year. This was achieved despite depressed sales in the fourth quarter, mainly on account of confusion related to the implementation of value added tax (VAT) and the levy of excise duty on the maximum retail price (MRP) of formulations.

Cipla maintained its leadership in the domestic market, retaining its number one rank in the ORG IMS ratings (Retail Store Audit MAT March 2005).

Exports grew by 30 percent, exceeding Rs.10,500 million. Both active pharmaceutical ingredients (APIs) and formulations contributed to the growth in business in the international market. Overseas business now forms 45 percent of the Company's total turnover.

The Company received the Express Pharma Pulse Award for overall performance and jointly won the best exporter award.



Cipla ties up with Pentech Pharma, targets US market

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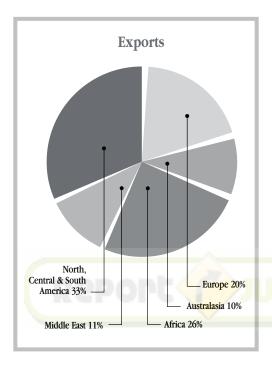
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DIRECTORS' REPORT contd.

The Company's strategic alliances with its international marketing partners progressed as envisioned.



Technical know-how/fees received during the year amounted to Rs.415 million.

The overall net profits of the Company at Rs.4096 million grew by 39 percent. This was mainly on account of improved product mix, optimisation of resources and higher non-operating income.

Products

The Company yet again took a lead in the introduction of many new products and APIs in the country. Some of the formulations had the unique distinction of being the first in the world in their respective therapeutic class. These were:

- Duova (tiotropium and formoterol inhaler and rotacaps) – Long-acting combination bronchodilator for COPD
- Duovir E Kit (lamivudine, zidovudine and efavirenz tablets) - Novel triple-drug fixed dose combination kit for HIV/AIDS

- Duonase (azelastine and fluticasone nasal spray) - New steroid-decongestant combination spray for allergic rhinitis
- Levolin (levosalbutamol inhaler, rotacaps, tablets and syrup) - The first chiral salbutamol bronchodilator for asthma in these dosage forms
- Mucinac (n-acetylcysteine effervescent tablets) - Mucolytic antioxidant
- Seroflo Multi-Haler (salmeterol and fluticasone) – The first single-action multi-dose dry powder inhaler (DPI) for asthma and COPD
- Voltanec (aceclofenac and beta-cyclodextrin tablets) - Fast acting non-steroidal anti-inflammatory drug

INFRASTRUCTURE Manufacturing Facilities

The first phase of the new formulation plant at Baddi, Himachal Pradesh for the manufacture of tablets and capsules was completed and the unit commenced commercial production in April 2005. Facilities for manufacture of aerosols at this site are expected to be completed by December 2005. In addition, the Company expanded its Goa facilities and also set up new export oriented units (EOUs) at Kurkumbh and Bangalore.

Regulatory Approvals

A number of dosage forms and APIs manufactured in the Company's various plants continue to enjoy the approval of most major international regulatory agencies. These include the US FDA, MHRA UK, PIC Germany, MCC South Africa, TGA Australia, the WHO Geneva, Department of Health Canada, ANVISA Brazil and SIDC Slovak Republic.

Safety and Environment Care

As always, the Company maintained high standards of safety and environment preservation at all units. During the year, Cipla's Patalganga unit was awarded the 'Five Star' rating for the third consecutive

Cipla cuts triple-drug AIDS therapy prices by 39%

Aiding & Abelling: The Fourth Cal

New List of Safe AIDS Drugs, Despite Industry Lobby

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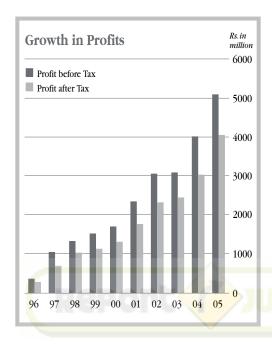
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Cipla's cheap AIDS pill as good as Pricey brands

DIRECTORS' REPORT contd.

year, while the Kurkumbh unit was awarded the coveted 'Sword of Honour' by the British Safety Council.



Internal Control Systems

The Company's internal control procedures are designed to keep pace with the organisation's growth in size and complexity of operations. These measures ensure compliance with various policies, practices and statutes. Cipla's internal audit teams carry out extensive audits across all functional areas, throughout the year and submit their reports to the Audit Committee of the Board of Directors.

Human Resources

In keeping with its policy of enhancing the individual's growth potential within the framework of corporate goals, training of technical and marketing personnel continued to receive maximum attention. The Directors record their appreciation of the support and contribution of all employees towards the growth of the Company.

Particulars of employees required to be furnished under Section 217(2A) of the Companies Act, 1956 forms part of this report. Any shareholder interested in obtaining a copy may write to the Company Secretary at the Registered Office of the Company.

THREATS, RISKS & CONCERNS Patents

The government has rushed through the amendments to the Indian Patents Act, 1970, first in the form of an ordinance and subsequently through a bill in parliament on 22nd March 2005. The government turned a deaf ear to earnest appeals from leading industry associations, international groups and non-government organisations for a national debate on various important issues of public health.

Many essential aspects of the new Patent Act such as the cut-off date for implementation and quantum of reasonable royalty, ever-greening of patents and the provisions relating to compulsory licensing are vague and ambiguous. This can work against the government's avowed objective of providing access to important medicines at affordable prices. The new patent legislation will certainly lead to numerous litigations. It will herald an era of monopoly in vital and life-saving drugs in general that would be detrimental to the interest of the consumer.

Given its strong technological base, extensive markets, wide range of products and an active product pipeline, Cipla is well equipped to meet the immediate challenges of the new patent regime. The Company will monitor the developments very closely and adapt its strategies to the changing environment.

Excise

The legislation to impose excise duty on the maximum retail price (MRP) instead of the transaction value will adversely impact the cost of outsourced formulations. This has led to the closure of a large number of small scale manufacturing units all over the country. As a logical step, most companies

Need to create awareness about Asthma and its control

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Cipla launches new programme against paediatric asthma

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