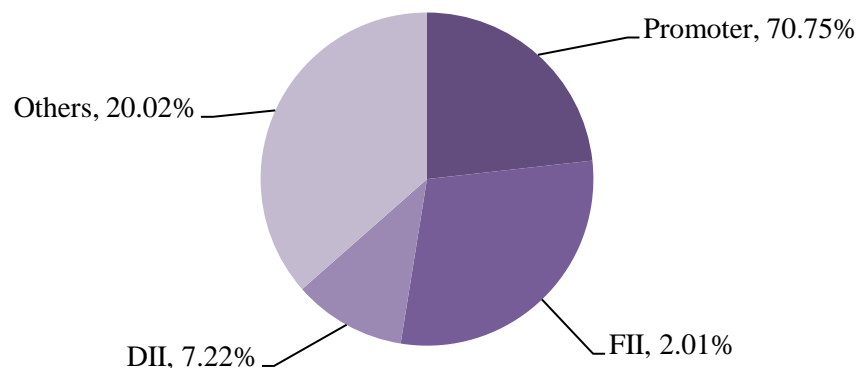




BSE Code	500680
BSE Group / Index	B / BSE500
CMP	Rs. 1,334.25 (25 Oct,2011)
Market Capitalization	Rs. 3,981Cr
Face Value	Rs.10
EPS (TTM)	Rs. 63.82
52 Wk High (BSE)	Rs.1636.20 (28 July,2011)
52 Wk Low (BSE)	Rs.1030.00 (01 Dec,2010)

Shareholding Pattern % as of Sep,2011



Public holding more than 1% of the Total No. of Shares (as of Sep, 2011)

Sl. No.	Name of the Shareholder	No. of Shares	Shares as % of Total No. of Shares
1	The Oriental Insurance Company Ltd	298,895	1.00
	Total	298,895	1.00



Q2 FY12 – Result Highlights

Particulars (Rs.Cr)	Q2 FY12	Q2 FY11	YoY (%)	Q1 FY12	QoQ (%)	H1 FY12	H1 FY11	YoY (%)
Net Sales	271.82	225.61	20.48%	241.87	12.38%	513.69	437.94	17.30%
Other Operating Income	18.02	12.42	45.09%	19.34	-6.83%	37.36	24.87	50.22%
Total Income	289.84	238.03	21.77%	261.21	10.96%	551.05	462.81	19.07%
Expenditure								
a) (Inc)/dec in stock-in-trade	7.46	-15.17	-149.18%	-4.35	-271.49%	3.11	-27.51	-111.30%
b) Consumption of raw materials	58.50	65.01	-10.01%	53.56	9.22%	112.06	122.21	-8.31%
c) Purchase of traded goods	34.47	20.42	68.81%	35.90	-3.98%	70.37	49.74	41.48%
d) Employee cost	50.35	47.49	6.02%	58.27	-13.59%	108.62	98.55	10.22%
e) Other expenditure	87.43	67.96	28.65%	75.92	15.16%	163.35	131.29	24.42%
Total	238.21	185.71	28.27%	219.30	8.62%	457.51	374.28	22.24%
EBIDTA	51.63	52.32	-1.32%	41.91	23.19%	93.54	88.53	5.66%
Depreciation	2.58	2.49	3.61%	2.35	9.79%	4.93	4.71	4.67%
Interest	0.00	0.00		0.00		0.00	0.00	
Other Income	22.20	15.91	39.53%	22.03	0.77%	44.23	37.39	18.29%
Exceptional items	0.00	-1.47		0.00		0.00	-2.71	
PBT	71.25	64.27	10.86%	61.59	15.68%	132.84	118.50	12.10%
Tax	24.26	21.79	11.34%	20.35	19.21%	44.61	41.33	7.94%
PAT	46.99	42.48	10.62%	41.24	13.94%	88.23	77.17	14.33%
Equity share capital (FV-Rs.10)	29.84	29.84		29.84		29.84	29.84	
EPS (Rs.)	15.75	14.24		13.82		29.57	25.86	
EBIDTA Margins (%)	17.81%	21.98%	-18.96%	16.04%	11.02%	16.97%	19.13%	-11.26%

**Segmental Revenue**

Particulars (Rs.Cr)	Q2 FY12	Q2 FY11	YoY (%)	Q1 FY12	QoQ (%)	H1 FY12	H1 FY11	YoY (%)
Net Sales								
Pharmaceuticals	239.24	203.79	17.40%	210.41	13.70%	449.65	395.14	13.80%
Animal Health	32.58	28.88	12.81%	31.46	3.56%	64.04	56.51	13.33%
Clinical Services	17.66	10.89	62.17%	19.03	-7.20%	36.69	22.88	60.36%
EBIT Margins (%)								
Pharmaceuticals	24.47%	32.81%	-25.41%	20.88%	17.19%	22.79%	29.05%	-21.54%
Animal Health	12.52%	6.72%	86.43%	27.59%	-54.61%	19.93%	14.69%	35.66%
Clinical Services	10.25%	10.65%	-3.78%	9.67%	6.00%	9.95%	11.28%	-11.78%

Growth in Income led by domestic formulation business

In Q2FY12, the total income increased by 21.77% YoY to Rs.289.84Cr driven by,

- ✚ 17.40% growth in pharmaceuticals segment (cont. 83% of business)
- ✚ 12.81% growth in animal healthcare business (cont. 11% of business)
- ✚ 62.17% growth in clinical services business (cont. 6% of business)

EBIDTA Margins declined 417 bps YoY

In spite of 21.77% top-line growth in Q2FY12, EBITDA margins declined 417 bps to 17.81% YoY due to increase in other expenses led by increased advertisement and promotional expenses.

PAT up 10.62% YoY

In Q2FY12, PAT increased by 10.62% to Rs.46.99Cr YoY mainly on account of 39.53% YoY rise in other income to Rs. 22.20Cr.



New Initiatives

- ✚ The company has added 100% field force in last one and a half year to 2500, which has still to produce the results. This field force will be focused on tier II and tier III cities where Pfizer has weak performance.
- ✚ The company has launched two new divisions – CNS and Diabetes and has added 300 people across two divisions. The company has guided for launch of insulin products from Biocon's portfolio. This will help the company to focus on branded generics and fill the gaps in its portfolio.
- ✚ Pfizer is focusing on 4-5 new launches per quarter to sustain growth momentum in the formulations business.

“The pharmaceutical market is expected to grow at ~12-14% CAGR over the next 2 years and we expect Pfizer to grow at a faster rate due to its increase in operations, foray into OTC products and good capital and financial backing.”

**Disclaimer:****Analyst Holding: Yes****Recommended to Clients: Yes****Relationship with Management: No**

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