# **UNAUDITED CONDENSED CONSOLIDATED INTERIM RESULTS**

FOR THE SIX MONTHS ENDED 30 JUNE 2012

Revenue 28% **R1,1 billion** 

Normalised

**HEPS and EPS** 

31%

35 cents



- Revenue of R1,080 billion increased by 28%
- Normalised HEPS and EPS of 35,0 cents increased by 31%
- Third largest pharmaceutical company in South Africa, by value\*
- Fastest growing, of the top 10 pharmaceutical companies in South Africa, by value\*
- Interim dividend of 8,5 cents (2011: 6,5 cents) per share

# **CONDENSED CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME**

	Unaudited 6 months ended 30 June 2012	Unaudited 6 months ended 30 June 2011	Audited Year ended 31 December 2011
	R'000	R'000	R'000
Revenue	1 079 786	842 812	1 767 561
Gross profit Other income Other operating expenses	579 140 1 017 (366 571)	490 250 79 712 (268 647)	1 055 516 121 264 (725 705)
Profit before finance costs and income tax Finance costs Finance income	213 586 (36 084) 1 209	301 315 (31 030) 4 131	451 075 (58 212) 15 586
Profit before income tax Income tax expense	178 711 (52 740)	274 416 (81 803)	408 449 (121 462)
Profit for the period	125 971	192 613	286 987
<b>Profit attributable to:</b> Equity holders of the parent Non-controlling interest	122 160 3 811	190 084 2 529	281 961 5 026
Profit for the period	125 971	192 613	286 987
Other comprehensive income for the period (net of income tax) Total comprehensive income for the period	- 125 971	- 192 613	- 286 987
Total comprehensive income attributable to: Equity holders of the parent Non-controlling interest	122 160 3 811	190 084 2 529	281 961 5 026
Total comprehensive income for the period	125 971	192 613	286 987
Number of shares ('000) In issue (including treasury shares) Weighted average (excluding treasury shares)	446 462	454 027	446 462
Basic Diluted Earnings per share (cents)	440 023 444 721	447 587 450 055	446 945 449 264
Basic Diluted	27,8 27,5	42,5 42,2	63,1 62,8

# **RECONCILIATION OF HEADLINE EARNINGS**

## \*Source: IMS June 2012

## **CONDENSED CONSOLIDATED STATEMENT OF FINANCIAL POSITION**

	Unaudited	Unaudited	Audited
	30 June	30 June	31 December
	2012	2011	2011
	R'000	R'000	R'000
ASSETS			
Non-current assets	2 073 741	1 974 426	2 050 278
Property, plant and equipment	437 473	435 049	444 457
Intangible assets	1 565 193	1 507 557	1 535 443
Other investments	10	6	8
Loans receivable	3 191	-	3 191
Deferred tax assets	67 874	31 814	67 179
Current assets	952 279	805 316	786 857
Inventory	401 153	317 370	414 907
Income tax receivable	8 110	926	1 312
Trade and other receivables	451 987	363 635	350 264
Loans receivable	3 778	7 891	3 881
Cash and cash equivalents	87 251	115 494	16 493
Total assets	3 026 020	2 779 742	2 837 135
EQUITY AND LIABILITIES			
Capital and reserves	2 043 966	1 940 403	1 954 087
Non-controlling interest	14 605	9 501	12 544
Total equity	2 058 571	1 949 904	1 966 631
Non-current liabilities	337 906	315 685	340 134
Loans, borrowings and provisions	320 117	296 999	325 344
Deferred tax liabilities	17 789	18 686	14 790
Current liabilities	629 543	514 153	530 370
Trade and other payables	497 245	398 688	342 136
Loans, borrowings and provisions	51 114	10 054	51 976
Income tax payable	1 648	29 118	29 295
	79 536	76 293	106 963
Bank overdrafts			
Bank overdrafts Total liabilities	967 449	829 838	870 504

# **CONDENSED CONSOLIDATED STATEMENT OF CHANGES IN EOUITY**

# **COMMENTARY**

## OVERVIEW

We present our interim results for the period ended 30 June 2012. The delays in registration of our medicines continu to impact on the growth of our company. We do, however, feel that this situation will improve during the second half of 2012. The difficult trading conditions persist with a volatile and weakening exchange rate and the implementation of the negligible Single Exit Price (SEP) price increase on certain products. As a result of our continuing policy to take out forward exchange contracts (FECs) to limit our exposure to the USD currency, we recorded unrealised losses on the mark to market valuation (fair valuation) of FECs of R34,2 million (2011: unrealised gains of R28,6 million), as required by International Financial Reporting Standards (IFRS). As a result of the exchange rate and the change in our product mix our gross profit margin has decreased; however, our trading results still reflect significant improvements due to the increase in revenue of more than 28%.

As reported on SENS on 22 June 2012 and 29 June 2012, our 2011 provisional annual results were restated before the approval of our 2011 Integrated Annual Report, to account for the subsequent event relating to the Reckitt Benckiser South Africa (Pty) Ltd (RBSA) settlement.

## **REVIEW OF OPERATIONS**

Cipla Medpro Holdings (Pty) Ltd (Cipla Medpro), a wholly owned subsidiary of Cipla Medpro South Africa Ltd (CMSA or the group), continues its growth and was ranked third largest pharmaceutical company by value for the 12 months to June 2012. Cipla Medpro had the highest Evolution Index (EV) of the top 10 pharmaceutical companies in South Africa for the 12 months to June 2012 (104,4) as well as the six months to June 2012 (107,9) (IMS, June 2012).

Cipla Medpro's share in the total private market was 5,1% for the 12 months to June 2012 and 5,2% for the six months to June 2012. The total private market grew by 9,6% for the 12 months to June 2012 and by 8,2% for the six months to June 2012. Cipla Medpro's performance again outstripped the market and grew by 14,4% for the 12 months to June 2012 and by 16,8% for the six months to June 2012 (IMS, June 2012).

We remain focussed on growing our over-the-counter (OTC) business and can already see gains from the strategies in place.

Our oncology division is up and running and an exciting space to be in for the future.

Our small animal (Cipla Vet) business grew by 10,1% to R12,0 million (2011: R10,9 million) and our large animal (Cipla Agrimed) business grew by 46,8% to R49,9 million (2011: R34,0 million).

Cipla Medpro was awarded R353 million (excluding VAT) in the respiratory products tender and expects a further R100 million from other tenders, excluding antiretroviral's (ARVs).

Turnover of the factory (CMM) continues to improve and an increase of more than 65% was recorded when compared to the corresponding comparative period. We are pleased to report that a profit before interest and tax (PBIT) has been recorded at CMM of R1,9 million for the first six months (2011: loss before interest and tax of R10,1 million), which is a significant improvement of R12,0 million. The improvement is mainly attributable to the increased and more stable uptake from the State on the ARV tender.

# **REVIEW OF RESULTS**

Statement of comprehensive income Actual earnings per share (EPS) and headline earnings per share (HEPS) have decreased by 34,6% to 27,8 cents (2011: 42,5 cents) as a result of the inclusion of the non-recurring settlement income in 2011 of R68,8 million (2012: Rnil), the unrealised FEC gains in 2011 of R28,6 million (2012: unrealised FEC losses of R34,2 million) and RBSA legal expenses and notional interest of R10,0 million in 2012 (2011: Rnil). These calculations are based on 440,0 million (2011: 447,6 million) weighted average number of shares in issue for the first six months of 2012 (before the effects of dilution are taken into account). Headline earnings have decreased to R122,2 million (2011: R190,0 million). There were no items included in the 2012 reconciliation of headline earnings (2011: gain on disposal of property, plant and equipment of R0,1 million, net of tax).

On a normalised basis, after adjusting for the items referred to above, our normalised EPS and HEPS have increased by 30,6% to 35,0 cents (2011: 26,8 cents).

We are pleased to report an increase in revenue of 28,1% to R1,080 billion (2011: R842,8 million) despite the slow registrations at the Medicines Control Council (MCC), however, the gross profit margin has decreased to 53,6% from 58,2% at 30 June 2011, mainly due to the change in our product mix and exchange rate. This growth in revenue has been achieved organically with a significant increase in the demand of ARVs from the State. It is pleasing to note that the increased demand in ARVs has allowed CMM to reach satisfactory production levels which resulted in a small PBIT for the first six months.

PBIT for the period decreased by 29,1% to R213,6 million (2011: R301,3 million), with operating expenses increasing to R366,6 million (2011: R268,6 million) for the current period. Excluding the positive impact of the settlement income in 2011 and the unrealised FEC movements, PBIT grew by 21,5%. Profit after tax for the period was R126,0 million (2011: R192,6 million). The effective tax rate improved slightly to 29,5% (2011: 29,8%) and remains slightly higher than the statutory tax rate.

Net finance costs increased from R26,9 million to R34,9 million mainly as a result of the following.

- notional interest of R2,1 million (2011: Rnil) on the outstanding RBSA settlement amount (IFRS adjustment);
- notional interest on extended credit terms of R16,5 million (2011: R12,0 million) (IFRS adjustment); and • interest on the Nedbank Ltd long-term loan facilities of R12,0 million (2011: R10,4 million).

#### Statement of financial position

Loans, borrowings and provisions, less the net cash position, have increased to R363,5 million (2011: R267,9 million) mainly as a result of the RBSA settlement amount. The group's net cash surplus decreased from R39,2 million at 30 June 2011 to R7,7 million at 30 June 2012 as a result of:

- the final dividend of R33,5 million paid in May 2012; and
- provisional tax payments of R73,0 million at the end of June 2012.

Debtors days have increased slightly, when compared to December 2011, to 67 days (31 December 2011: 64 days and

	Unaudited 6 months ended 30 June 2012 R'000	Unaudited 6 months ended 30 June 2011 R'000	Audited Year ended 31 December 2011 R'000		Unaudited 6 months ended 30 June 2012 R'000	Unaudited 6 months ended 30 June 2011 R'000	Audite Yea ende 31 Decembr 201 R'00
Profit attributable to equity holders of the parent Adjusted for:	122 160 _	190 084 (64)	281 961 215	Total equity at beginning of the period Total comprehensive income	1 966 631	1 784 868	1 784 86
Gain on disposals of property, plant and equipment Loss on disposal of joint venture Total tax effects of adjustments		(74) _ 10	(72) 385 (98)	for the period Share buy-back IFRS 2 Share-based Payments Changes in ownership interest Dividends paid	125 971 - 1 204 - (25 225)	192 613 - 165 -	286 98 (49 98) 1 45 1 40 (58 10)
Headline earnings	122 160	190 020	282 176	Total equity at end of the period	(35 235) 2 058 571	(27 742) 1 949 904	1 966 63
Headline earnings per share (cents) Basic Diluted	27,8 27,5	42,5 42,2	63,1 62,8	<b>Comprising:</b> Capital and reserves Non-controlling interest	2 043 966 14 605	1 940 403 9 501	1 954 087 12 544

Total equity

#### **CONDENSED CONSOLIDATED SEGMENTAL REPORT**

	I	the state		CONDENSED CONSOLIDATED	STATEMEN	T OF CASH	FLOWS
	Unaudited 6 months ended 30 June 2012 R'000	Unaudited 6 months ended 30 June 2011 R'000	Audited Year ended 31 December 2011 R'000		Unaudited 6 months ended 30 June	Unaudited 6 months ended 30 June	Aud en 31 Decen
Segment revenue – external customers					2012 R'000	2011 R'000	2 R'
SEP	791 388	607 826	1 258 717	Cash flows from operating activities	145 004	147 905	112
OTC Other operating segments	220 533 67 865	186 482 48 504	391 955 116 889	Cash flows from investing activities	(38 317)	(59 127)	(107
Total	1 079 786	842 812	1 767 561	Cash flows from financing activities	(8 502)	(24 729)	(70
<b>Segment result</b> SEP OTC Other operating segments	161 903 35 287 16 396	235 961 54 482 10 872	440 836 100 641 26 857	Net increase (decrease) in cash and cash equivalents Cash and cash equivalents at beginning of the period	98 185 (90 470)	64 049 (24 848)	(65
Unallocated item – legal settlement <sup>#</sup>	-	-	(117 259)	Cash and cash equivalents at end	(	(_ : 3 :0)	
Total	213 586	301 315	451 075	of the period	7 715	39 201	(90

\* The unallocated item relates to the RBSA settlement.

## **CORPORATE INFORMATION**

Non-executive directors	PCS Luthuli (Chairman); MB Caga; JvD du Preez; ND Mokone;	
	MT Mosweu; SMD Zungu	
Executive directors	JS Smith (Chief Executive Officer); C Aucamp (Chief Financial Offi	cer)
Company Secretary	MW Daly	
Registration number	2002/018027/06	
JSE code	CMP	
ISIN	ZAE000128179	
Registered address	1474 South Coast Road, Mobeni, KwaZulu-Natal, 4052	
Postal address	PO Box 32003, Mobeni, 4060	
Transfer secretaries	Computershare Investor Services (Pty) Ltd	
Telephone	+27 31 451 3800	
Facsimile	+27 31 451 3889	
Email	investor@ciplamedpro.co.za	
Whistle-blowing hotline	0800 21 21 51 (toll free)	
Sponsor	Nedbank Capital	
Auditors	Mazars	
Legal advisors	Norton Rose South Africa (incorporated as Deneys Reitz Inc.)	ice

## FORWARD-LOOKING STATEMENTS

This announcement contains certain forward-looking statements with respect to the financial condition and results of the operations of Cipla Medpro South Africa Ltd that, by their nature, involve risk and uncertainty because they relate to events and depend on circumstances that may or may not occur in the future. These may relate to future prospects, opportunities and strategies. If one or more of these risks materialise, or should underlying assumptions prove incorrect, actual results may differ from those anticipated. By consequence, all forwardlooking statements have not been reviewed or reported on by the group's auditors.

2 058 571

1 949 904

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30 June 2011: 67 days). Creditors days are currently at 152 days (31 December 2011: 170 days and 30 June 2011: 185 days) with the reduction as a result of us continuing to settle certain invoices early to take advantage of the exchange rate, where possible. The inventory days have decreased to 148 days (31 December 2011: 181 days and 30 June 2011: 156 days) as the high levels of ARVs have normalised.

#### Statement of cash flows

1 966 631

Audited

Year

ended

2011

R'000

112 008

(107 021)

(70 609)

(65 622)

(24 848)

(90 470)

31 December

Cash flows generated from operating activities are R145,0 million (2011: R147,9 million), after adjusting for the non-cash flow effects of depreciation of R14,6 million (2011: R11,5 million), IFRS 2 Share-based Payment expenses of R1,2 million (2011: R0,2 million) and FEC unrealised losses of R34,2 million (2011: unrealised gains of R28,6 million). The final dividend relating to 2011 of R33,5 million was paid to shareholders during May 2012.

Investing activities resulted in outflows of R38,3 million (2011: R59,1 million) due to acquisitions of property, plant and equipment and intangible assets. A net R8,5 million was utilised for financing activities (2011: R24,7 million), mainly for the working capital and instalment sale facilities at the factory.

#### BASIS OF PREPARATION

The condensed consolidated interim financial results have been prepared in accordance with the recognition and measurement criteria of all applicable standards and interpretations of IFRS, the disclosure requirements as set out in IAS 34 Interim Financial Reporting, the Companies Act of 2008, as amended, where applicable the AC 500 standards as issued by the Accounting Practices Board or its successor, and the Listings Requirements of the JSE Ltd.

The accounting policies and methods of computation applied in the preparation of these consolidated interim financial results are consistent with those followed in the preparation of the consolidated financial statements for the year ended 31 December 2011.

The condensed consolidated interim financial results for the six months ended 30 June 2012, have not been audited or reviewed by the group's external auditors.

C Aucamp (Chief Financial Officer) is responsible for these condensed consolidated financial results and has been involved with the preparation thereof in conjunction with MW Daly and E van der Merwe, all three of whom are qualified Chartered Accountants (South Africa)

#### DIRECTORATE

There have been no changes to the board and it continues to function in accordance with its approved charter.

#### SUBSEQUENT EVENTS

The directors are not aware of any matter or circumstance which is material to the financial affairs of the group, which has occurred subsequent to 30 June 2012, that has not been otherwise dealt with in these condensed consolidated interim financial results.

Antanh PCS Luthuli

Chairman 8 August 2012

#### DECLARATION OF ORDINARY DIVIDEND

Notice is hereby given that an interim cash dividend (dividend number 5) of 8,5 cents per share (gross) has been declared by the board in respect of the six months ended 30 June 2012, an increase of 30,8% when compared to the interim dividend of 6,5 cents in 2011 (before the effects of dividend withholding tax, where applicable). The company's policy to maintain a dividend cover of between four and five times, has been complied with when the results are analysed on a normalised basis. The dividend cover is based on normalised earnings due to the non-cash effect of the unrealised gains and losses on FECs that may or may not be realised in the future, as well as the effects of once-off items. The dividend has been declared out of income reserves.

The salient dates for the payment of the interim dividend are detailed below:

Last day to trade cum dividend	Friday, 28 September 2012
Shares trade ex dividend	Monday, 1 October 2012
Record date	Friday, 5 October 2012
Payment date	Monday, 8 October 2012

Share certificates may not be dematerialised or rematerialised between Monday. 1 October 2012 and Friday. 5 October 2012, both dates inclusive.

In terms of the new Dividends Tax effective 1 April 2012, the following additional information is disclosed:

- 1. Local dividend tax rate is 15%;
- 2. No STC credits have been utilised;
- 3. Net local dividend amount is 7,225 cents per share for shareholders liable to pay the new Dividends Tax and 8,5 cents per share for shareholders exempt from paying the new Dividends Tax;
- 4. The issued share capital of CMSA as at the date of this declaration is 446 461 759 ordinary shares; and
- 5. CMSA's tax reference number is 9987069144.
- By order of the board



