



MSD FULFORD (INDIA) LIMITED

(A Subsidiary of Merck & Co., Inc., Whitehouse Station, N.J., U.S.A.)

Regd. Office: 8th Floor, Platina, Plot No. C-59, G-Block, Bandra-Kurla Complex, Bandra (E), Mumbai - 400 098

FINANCIAL RESULTS FOR THE QUARTER ENDED SEPTEMBER 30, 2011

(₹ IN LAKHS)

	3 MONTHS ENDED SEPTEMBER 30, 2011 UNAUDITED	3 MONTHS ENDED SEPTEMBER 30, 2010 UNAUDITED	9 MONTHS ENDED SEPTEMBER 30, 2011 UNAUDITED	9 MONTHS ENDED SEPTEMBER 30, 2010 UNAUDITED	YEAR ENDED DECEMBER 31, 2010 AUDITED
1. INCOME FROM OPERATIONS/TURNOVER (GROSS)	5,338	5,646	15,924	14,720	19,051
LESS: EXCISE DUTY	12	11	25	23	30
NET INCOME FROM OPERATIONS / TURNOVER	5,326	5,635	15,899	14,697	19,021
2. OTHER OPERATING INCOME	-	48	111	94	234
3. TOTAL INCOME (1+2)	5,326	5,683	16,010	14,791	19,255
4. EXPENDITURE					
a) Decrease / (Increase) in stock in trade	672	(5)	509	1,045	360
b) Consumption of raw and packing materials	126	177	365	322	534
c) Purchase of traded goods	2,039	2,621	7,334	6,043	8,929
d) Claims for goods damaged / recalled consequent to temperature excursion / quality assurance / fire	(43)	-	(175)	(185)	(185)
e) Employees cost	1,116	859	3,036	2,495	3,372
f) Depreciation / Amortisation	44	44	128	116	159
g) Other expenditure	1,547	1,046	4,670	3,219	4,871
TOTAL	5,501	4,742	15,867	13,055	18,040
5. PROFIT / (LOSS) FROM OPERATIONS BEFORE OTHER INCOME AND INTEREST (3-4)	(175)	941	143	1,736	1,215
6. OTHER INCOME	224	140	626	387	553
7. PROFIT BEFORE INTEREST (5+6)	49	1,081	769	2,123	1,768
8. INTEREST	2	-	3	3	29
9. PROFIT FROM ORDINARY ACTIVITIES BEFORE TAX (7-8)	47	1,081	766	2,120	1,739
10. TAX EXPENSE (including Deferred Tax)	1	359	243	652	534
11. NET PROFIT FOR THE PERIOD (9-10)	46	722	523	1,468	1,205
12. PAID - UP EQUITY SHARE CAPITAL (FACE VALUE ₹ 10 EACH)	390	390	390	390	390
13. RESERVES EXCLUDING REVALUATION RESERVES (as per last audited balance sheet)	-	-	-	-	14,595
14. EARNINGS PER SHARE (EPS) Basic and Diluted EPS (Not annualised)	1.18	18.51	13.41	37.64	30.91
15. PUBLIC SHAREHOLDING					
- NO. OF SHARES HELD	1,796,913	1,796,913	1,796,913	1,796,913	1,796,913
- % OF SHAREHOLDING	46.07%	46.07%	46.07%	46.07%	46.07%
16. Promoters and promoter group Shareholding					
a) Pledged/Encumbered					
- Number of Shares	-	-	-	-	-
- Percentage of shares (as a % of the total shareholding of the promoter and promoter group)	-	-	-	-	-
- Percentage of shares (as a % of the total share capital of the company)	-	-	-	-	-
b) Non-encumbered					
- Number of Shares	2,103,087	2,103,087	2,103,087	2,103,087	2,103,087
- Percentage of shares (as a % of the total shareholding of the promoter and promoter group)	100%	100%	100%	100%	100%
- Percentage of shares (as a % of the total share capital of the company)	53.93%	53.93%	53.93%	53.93%	53.93%

Notes :

- The above results were reviewed by the Audit Committee at its meeting held on October 20, 2011 and approved at the meeting of the Board of Directors held on that date. The results for the quarter ended September 30, 2011 have been subjected to limited review by the statutory auditors of the Company.
- The Company had raised ₹ 4,025 lakhs on preferential basis by issue of 7,00,000 equity shares to the promoters of the Company at a premium of ₹ 565 per share in the year 2006. Of the aforesaid balance, the Company has utilised ₹ 35 lakhs towards business expansion in the current quarter. The remaining balance of ₹ 3,990 lakhs continue to be invested in fixed deposits with banks pending utilisation of the same.
- Other Expenditure for the nine months ended September 30, 2011 includes non-recurring cost of ₹ 99 lakhs towards distribution harmonization and differentiated formulation development (₹ 41 lakhs for the nine months ended September 30, 2010 and for the year ended December 31, 2010 respectively).
- During the nine months ended September 30, 2011, the company has received an insurance claim for goods damaged consequent to temperature excursion and claim for goods recalled consequent to quality assurance amounting to ₹ 91 lakhs and ₹ 84 lakhs respectively. Also, on January 29, 2010, goods amounting to ₹ 185 lakhs were damaged consequent to fire at the Company's warehouse at Bhiwandi, Maharashtra. The Company has received full amount towards the insurance claim for the aforesaid damaged goods during the year ended December 31, 2010.
- The Company's ultimate holding company, Merck & Co., Inc had announced a relinquishment of exclusive marketing rights of the products Caelyx and Remicade in favour of Johnson & Johnson with effect from January 1, 2011 and July 1, 2011 respectively. Consequent to the aforesaid announcement, the total turnover of Remicade and Caelyx (excluding transfer of stocks to Johnson & Johnson Limited) for the quarter and nine months ended September 30, 2011 is lower by ₹ 729 lakhs and Rs. 604 lakhs respectively as compared to the corresponding prior periods.
- Tax expense for the nine months ended September 30, 2011 and nine months ended September 30, 2010 includes deferred tax credit for earlier year of ₹ 10 lakhs and ₹ 62 lakhs respectively.
- The Company has only one reportable business segment which is "Pharmaceuticals" and one geographical segment which is "within India". Accordingly, no separate disclosures of segment information are required.
- During the quarter, 8 investor complaints were received and resolved. No complaints were pending either at the beginning or at the end of the quarter.
- Figures for the prior period/year have been regrouped where necessary.

For FULFORD (INDIA) LIMITED

Sd/-

K.G.ANANTHAKRISHNAN

PRESIDENT & MANAGING DIRECTOR

PLACE : MUMBAI

DATED : OCTOBER 20, 2011