



Vivimed Labs Limited

Announces First Quarter FY2014 Results

Net sales increased by 16.1% q-o-q and 25.4% y-o-y

Hyderabad, India, August 13, 2013 – Vivimed Labs Limited, (BSE: 532660, NSE: VIVIMEDLAB) today announced its Consolidated First Quarter Results for FY2014.

Vivimed Labs uses chemistry as a base to create ingredients which touch human life on daily basis. The Company manufactures active ingredients which are used in Home & Personal care segments such as hair, skin, oral care and anti-microbial preservatives. The Company's presence in manufacturing of Active Pharmaceutical Ingredients (API), Finished Dosage Formulation (FDF) and Retail Branded Formulation caters to the inner health of people. It is also present in the Industrial care segments such as photo chromic dyes and imaging chemicals.

Performance Highlights

- Net Sales of Rs. 3,439 million, an increase of 16.1% q-o-q
- EBITDA of Rs. 488 million, a margin of 14.2% and an increase of 8.0% q-o-q
- Net Profit of Rs. 200 million, a margin of 5.8% and an increase of 33.3% on q-o-q

Commenting on the performance, **Mr. Santosh Varalwar, MD and CEO of Vivimed Labs** said:

"During the last few months we have seen some important corporate and business developments at Vivimed across our business segments. At the end of July, we acquired a US FDA approved finished dosage formulation facility from Actavis that provides us with immediate access to the regulated markets. In addition, it also delivers revenue opportunities through two commercially valuable and marketable ANDAs that form part of the transaction. This is an important development in our Healthcare segment as it is our first US FDA approved FDF facility and continues to move Vivimed up the healthcare value chain. In the Home & Personal Care segment, we received two orders with a total revenue potential of \$28 million over multi-year period, from leading consumer companies. These are both high profile and important wins for us, reinforcing our positioning in a competitive market.

During the quarter, we delivered an impressive revenue growth of 25% y-o-y and 16% q-o-q. This was led by strong traction in the API business and consistent growth in the Home & Personal segment. Vivimed's innovative products and focus on targeted R&D enables us to strengthen our long standing relationship with our blue chip customers."

