## NATCO

## Statement of stand-alone Financial Results for the quarter and year ended 31st March, 2012

Rs. lakhs

| PARTICULARS (REFER NOTES BELOW) | THREE MONTHS ENDED |  |  | YEAR ENDED (AUDITED) |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 31-MAR-2012 | 31-DEC- 2011 | 31-MAR-2011 | 31-MAR-2012 | 31-MAR-2011 |
| 01. Net Sales / Income from Operations (including Excise Duty \& Sales Tax) | 11839 | 11240 | 8744 | 43042 | 33826 |
| 02. Other Operating Income | 1225 | 947 | 895 | 3721 | 3348 |
| 03. TOTAL INCOME FROM OPERATIONS | 13064 | 12187 | 9639 | 46763 | 37174 |
| 04. EXPENDITURE |  |  |  |  |  |
| a) Cost of materials consumed | 3413 | 2686 | 2439 | 11768 | 9742 |
| b) Purchases of stock-in-trade | 330 | 293 | 636 | 1553 | 1672 |
| c) Changes in inventories of finished goods, work-inprogress and stock-in-trade | -42 | 252 | -456 | 75 | -1148 |
| d) Employee benefits expense | 1814 | 1706 | 1224 | 6487 | 5112 |
| e) Depreciation and amortization expense | 378 | 406 | 408 | 1541 | 1435 |
| f) Other Expenses | 4577 | 4021 | 3651 | 15119 | 12616 |
| TOTAL EXPENSES | 10470 | 9364 | 7902 | 36543 | 29429 |
| 05. Profit / (Loss) from Operations before other income, finance costs and exceptional items | 2594 | 2823 | 1737 | 10220 | 7745 |
| 06. Other Income | 74 | 24 | -15 | 327 | 72 |
| 07. Finance costs | 609 | 561 | 312 | 2296 | 1419 |
| 08. Profit / (Loss) from ordinary activities before tax | 2059 | 2286 | 1410 | 8251 | 6398 |
| 09. Tax expense, including deferred tax | 606 | 504 | -46 | 2038 | 1186 |
| 10. Net Profit / Loss (-) from ordinary activities after tax | 1453 | 1782 | 1456 | 6213 | 5212 |
| 11. Paid-up Equity Share Capital (each share of Rs. 10/face value) | 3115 | 3115 | 2815 | 3115 | 2815 |
| 12. Reserves excluding revaluation reserves as per Balance Sheet of previous accounting year |  |  |  | 43632 | 31876 |
| 13. Earnings per share - Basic and diluted EPS before and after extraordinary item (Rs.) | $\begin{aligned} & 5.00 \\ & 5.00 \end{aligned}$ | $\begin{aligned} & 6.19 \\ & 6.19 \end{aligned}$ | $\begin{aligned} & 5.17 \\ & 5.17 \end{aligned}$ | $\begin{aligned} & \hline 21.39 \\ & 21.39 \end{aligned}$ | $\begin{aligned} & 18.52 \\ & 18.52 \end{aligned}$ |
| 14. Public Shareholding: <br> a) Number of Shares <br> b) Percentage of Shareholding | $\begin{array}{r} 13,378,081 \\ 42.95 \\ \hline \end{array}$ | $\begin{array}{r} 13,389,871 \\ 42.99 \\ \hline \end{array}$ | $\begin{array}{r} 10,459,455 \\ 37.16 \\ \hline \end{array}$ | $\begin{array}{r} 13,378,081 \\ 42.95 \\ \hline \end{array}$ | $\begin{array}{r} 10,459,455 \\ 37.16 \\ \hline \end{array}$ |
| 15. Promoters and Promoter Group Shareholding <br> a) Pledged / Encumbered - No. of shares <br> Percentage (as a \% of the total shareholding of promoter and promoter group) <br> Percentage (as a \% of the total share capital of the company) <br> b) Non - encumbered - No. of shares <br> Percentage (as a \% of the total shareholding of promoter and promoter group) <br> Percentage (as a \% of the total share <br> capital of the company) | $\begin{array}{r} 17,769,881 \\ 100.00 \\ 57.05 \end{array}$ | $\begin{array}{r} 17,758,081 \\ 100.00 \\ 57.01 \end{array}$ | $\begin{array}{r} 1,050,000 \\ \\ 5.94 \\ 3.73 \\ 16,638,497 \\ 94.06 \\ 59.11 \end{array}$ | $\begin{array}{r} 17,769,881 \\ 100.00 \\ 57.05 \end{array}$ | $\begin{array}{r} 1,050,000 \\ \\ 5.94 \\ 3.73 \\ 16,638,497 \\ 94.06 \\ 59.11 \end{array}$ |

The above financial results were reviewed / audited by the statutory auditors of the Company, the Audit Committee and approved by the Board of Directors at a meeting held at Hyderabad, on Monday, the $28^{\text {th }}$ May, 2012. The net sales /income from operations include sales tax of (Rs. lakhs) 304, 311, 213, 1123,854 and excise duty of (Rs. lakhs) 82, 107 , $115,307,264$ and other operating income includes excise rebate of (Rs. Lakhs) 129, 155, 182, 656, 550 respectively for the quarters ended on 31st March, 2012, 31st December, 2011, and $31^{\text {st }}$ March, 2011. and for the year ended on $31^{\text {st }}$ March, 2012 and 2011. There are no exceptional and extraordinary items to be reported for the period under review. Figures for the quarter ended on 31 st March are the balancing figures between audited figures in respect of the full financial year and the published year to date figures upto the third quarter of the financial year.. In respect of reference relating to non-accounting of minimum alternate tax credit, in the Auditors' Report, the company will review the position during the current financia year.

Dated at Hyderabad, this, the $28^{\text {th }}$ day of May, 2012.
for and on behalf of the Board of Directors,
NATCO Pharma Limited

Dr. P. Bhaskara Narayana
Director \& Chief Financial Officer

| Status of Investor Complaints as at $3^{48}$ March, 2012 |  |
| :---: | :---: |
| Pending as on 01-10-2012 | Nil |
| Reciived during the quarter | 49 |
| Resolved during the quarter | 49 |
| Pending as on 31-03-2012 | Nil |

## NATCO

Stand-alone Statement of Assets and Liabilities (Rs. in lakhs)

| Particulars | $\begin{gathered} \text { As at 31-Mar- } \\ 2012 \end{gathered}$ | $\begin{gathered} \text { As at 31-Mar- } \\ 2011 \end{gathered}$ |
| :---: | :---: | :---: |
| Equity \& Liabilities |  |  |
| Shareholders' Funds |  |  |
| a) Share Capital | 3115 | 2815 |
| b) Reserves \& Surplus | 43632 | 31876 |
| c) Money received against share warrants |  | - |
| Sub-total : Shareholders' funds | 46747 | 34691 |
| Share application money pending allotment | - | - |
| Non-current liabilities |  |  |
| a) Long term borrowings | 13887 | 12418 |
| b) Deferred tax liabilities (net) | 2889 | 2509 |
| c) Other long-term liabilities | 135 | 125 |
| d) Long term provisions | 978 | 867 |
| Sub-total : Non-current Liabilities | 17889 | 15919 |
| Current Liabilities |  |  |
| a) Short term borrowings | 8100 | 7202 |
| b) Trade payables | 10199 | 8097 |
| c) Other current liabilities | 7422 | 3918 |
| d) Short-term provisions | 24 | 12 |
| Sub-total : Current Liabilities | 25745 | 19229 |
| TOTAL - EQUITY AND LIABILITIES | 90381 | 69839 |
| Assets |  |  |
| Non-current Assets |  |  |
| a) Fixed Assets | 47387 | 34093 |
| b) Non-current investments | 7583 | 7037 |
| c) Deferred tax assets (net) | - | - |
| d) Long term loans and advances | 5582 | 4384 |
| e) Other non-current assets | 42 | 96 |
| Sub-toital : Non-current Assets | 60594 | 45610 |
| Current Assets |  |  |
| a) Current Investments | 74 | 82 |
| b) Inventories | 9728 | 9302 |
| c) Trade receivables | 9334 | 7037 |
| d) Cash and cash equivalents | 2995 | 3097 |
| e) Short term loans and advances | 7542 | 4700 |
| f) Other current assets | 114 | 11 |
| Sub-total : Current Assets | 29787 | 24229 |
| TOTAL - ASSETS | 90381 | 69839 |

## NATCO

Statement of consolidated Financial Results for the quarter and year ended 31st March, 2012
Rs. lakhs

| PARTICULARS <br> (REFER NOTES BELOW) | THREE MONTHS ENDED (UNREVIEWED/UNAUDITED) |  |  | YEAR ENDED (AUDITED) |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 31-MAR-2012 | 31-DEC- 2011 | 31-MAR-2011 | 31-MAR-2012 | 31-MAR-2011 |
| 01. Net Sales / Income from Operations (including Excise Duty \& Sales Tax) | 14166 | 13596 | 10628 | 51845 | 44943 |
| 02. Other Operating Income | 1218 | 947 | 902 | 3713 | 3364 |
| 03. TOTAL INCOME FROM OPERATIONS | 15384 | 14543 | 11530 | 55558 | 48307 |
| 04. EXPENDITURE |  |  |  |  |  |
| a) Cost of materials consumed | 5372 | 4617 | 3747 | 18660 | 18276 |
| b) Purchases of stock-in-trade | 330 | 293 | 636 | 1553 | 1672 |
| c) Changes in inventories of finished goods, work-inprogress and stock-in-trade | -42 | 252 | -456 | 75 | -1148 |
| d) Employee benefits expense | 2176 | 2049 | 1553 | 7777 | 6407 |
| e) Depreciation and amortization expense | 166 | 408 | 401 | 1583 | 1474 |
| f) Other Expenses | 4965 | 4217 | 3828 | 15944 | 13657 |
| TOTAL EXPENSES | 12967 | 11836 | 9709 | 45592 | 40338 |
| 05. Profit / (Loss) from Operations before other income, finance costs and exceptional items | 2417 | 2707 | 1821 | 9966 | 7969 |
| 06. Other Income | 74 | 35 | 45 | 350 | 135 |
| 07. Finance costs | 621 | 581 | 401 | 2362 | 1576 |
| 08. Profit / (Loss) from ordinary activities before tax | 1870 | 2161 | 1465 | 7954 | 6528 |
| 09. Tax expense, including deferred tax | 619 | 504 | 42 | 2107 | 1321 |
| 10. Minority Interest | -14 | -43 | -15 | -114 | -144 |
| 11. Net Profit / Loss (-) from ordinary activities after tax | 1265 | 1700 | 1438 | 5961 | 5351 |
| 12. Paid-up Equity Share Capital (each share of Rs. 10/face value) | 3115 | 3115 | 2815 | 3115 | 2815 |
| 13. Reserves excluding revaluation reserves as per Balance Sheet of previous accounting year |  |  |  | 44086 | 32429 |
| 14. Earnings per share - Basic and diluted EPS before and after extraordinary item (Rs.) | $\begin{aligned} & \hline 4.35 \\ & 4.35 \\ & \hline \end{aligned}$ | $\begin{aligned} & \hline 5.91 \\ & 5.91 \\ & \hline \end{aligned}$ | $\begin{aligned} & \hline 5.11 \\ & 5.11 \\ & \hline \end{aligned}$ | $\begin{aligned} & \hline 20.53 \\ & 20.53 \\ & \hline \end{aligned}$ | $\begin{aligned} & \hline 19.01 \\ & 19.01 \\ & \hline \end{aligned}$ |
| 15. Public Shareholding: <br> a) Number of Shares <br> b) Percentage of Shareholding | $\begin{array}{r} 13,378,081 \\ 42.95 \\ \hline \end{array}$ | $\begin{array}{r} 13,389,871 \\ 42.99 \\ \hline \end{array}$ | $\begin{array}{r} 10,459,455 \\ 37.16 \\ \hline \end{array}$ | $\begin{array}{r} 13,378,081 \\ 42.95 \\ \hline \end{array}$ | $\begin{array}{r} 10,459,455 \\ 37.16 \\ \hline \end{array}$ |
| 16. Promoters and Promoter Group Shareholding <br> a) Pledged / Encumbered - No. of shares <br> Percentage (as a \% of the total shareholding of promoter and promoter group) <br> Percentage (as a \% of the total share capital of the company) <br> b) Non - encumbered - No. of shares <br> Percentage (as a \% of the total shareholding of promoter and promoter group) <br> Percentage (as a \% of the total share <br> capital of the company) | $\begin{array}{r} 17,769,881 \\ 100.00 \\ \\ 57.05 \\ \hline \end{array}$ | $\begin{array}{r} 17,758,081 \\ 100.00 \\ 57.01 \\ \hline \end{array}$ | $\begin{array}{r} 1,050,000 \\ 5.94 \\ 3.73 \\ \\ 16,638,497 \\ 94.06 \\ 59.11 \\ \hline \end{array}$ | $\begin{array}{r} 17,769,881 \\ 100.00 \end{array}$ $57.05$ | $\begin{array}{r} 1,050,000 \\ 5.94 \\ 3.73 \\ \\ 16,638,497 \\ 94.06 \\ 59.11 \\ \hline \end{array}$ |

The above financial results were reviewed / audited by the statutory auditors of the Company, the Audit Committee and approved by the Board of Directors at a meeting held at Hyderabad, on Monday, the $28^{\text {th }}$ May, 2012. The net sales /income from operations include sales tax of (Rs. lakhs) 304, 311, 213, 1123, 854 and excise duty of (Rs. lakhs) 82 , 107 , $115,307,264$ and other operating income includes excise rebate of (Rs. Lakhs) 129, 155, 182, 656, 550 respectively for the quarters ended on 31st March, 2012, 31st December, 2011, and $31^{\text {st }}$ March, 2011. and for the year ended on $31^{\text {st }}$ March, 2012 and 2011. There are no exceptional and extraordinary items to be reported for the period under review. Figures for the previous period(s) have been re-arranged / re-grouped wherever necessary. Figures for the quarter ended on 31 st March are the balancing figures between audited figures in respect of the full financial year and the published year to date figures upto the third quarter of the financial year. The stand-alone results are available on the company's web-site www.natcopharma.co.in. In respect of reference relating to non-accounting of minimum alternate tax credit, in the Auditors' Report, the company will review the position during the current financial year.

Dated at Hyderabad, this, the $28^{\text {th }}$ day of May, 2012.
for and on behalf of the Board of Directors,
NATCO Pharma Limited

Status of Investor Complaints as at 314 March, 2012

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Pendin as on 01-10-2012 Received during the equarte
Resolved duning the
``` Resolved during the quarter
Pending as on \(31-03-2012\) Pending as on 31-03-2012 -

Dr. P. Bhaskara Narayanai
Director \& Chief Financial Officer

\section*{NATCO}

Consolidated Statement of Assets and Liabilities (Rs. in lakhs)
\begin{tabular}{|c|c|c|}
\hline Particulars & \[
\begin{gathered}
\text { As at 31-Mar- } \\
2012
\end{gathered}
\] & \[
\begin{gathered}
\hline \text { As at 31-Mar- } \\
2011
\end{gathered}
\] \\
\hline \multicolumn{3}{|l|}{Equity \& Liabilities} \\
\hline \multicolumn{3}{|l|}{Shareholders' Funds} \\
\hline a) Share Capital & 3115 & 2815 \\
\hline b) Reserves \& Surplus & 44086 & 32429 \\
\hline c) Money received against share warrants & - & - \\
\hline Sub-total : Shareholders' funds & 47201 & 35244 \\
\hline Share application money pending allotment & - & - \\
\hline Minority Interest & 88 & 106 \\
\hline \multicolumn{3}{|l|}{Non-current liabilities} \\
\hline a) Long term borrowings & 13979 & 12427 \\
\hline b) Deferred tax liabilities (net) & 2889 & 2509 \\
\hline c) Other long-term liabilities & 135 & 125 \\
\hline d) Long term provisions & 978 & 1002 \\
\hline Sub-total : Non-current Liabilities & 17981 & 16063 \\
\hline \multicolumn{3}{|l|}{Current Liabilities} \\
\hline a) Short term borrowings & 8100 & 7202 \\
\hline b) Trade payables & 10957 & 9494 \\
\hline c) Other current liabilities & 7429 & 3930 \\
\hline d) Short-term provisions & 66 & 12 \\
\hline Sub-total : Current Liabilities & 26552 & 20638 \\
\hline TOTAL - EQUITY AND LIABILITIES & 91822 & 72051 \\
\hline \multicolumn{3}{|l|}{Assets} \\
\hline \multicolumn{3}{|l|}{Non-current Assets} \\
\hline a) Fixed Assets & 49026 & 35694 \\
\hline b) Goodwill on consolidation & - & - \\
\hline c) Non-current investments & 6179 & 6179 \\
\hline d) Deferred tax assets (net) & - & - \\
\hline e) Long term loans and advances & 4627 & 4384 \\
\hline f) Other non-current assets & 42 & 96 \\
\hline Sub-toital : Non-current Assets & 59874 & 46353 \\
\hline \multicolumn{3}{|l|}{Current Assets} \\
\hline a) Current Investments & 74 & 82 \\
\hline b) Inventories & 11039 & 10223 \\
\hline c) Trade receivables & 9469 & 7098 \\
\hline d) Cash and cash equivalents & 3288 & 3237 \\
\hline e) Short term loans and advances & 7965 & 5047 \\
\hline f) Other current assets & 113 & 11 \\
\hline Sub-total : Current Assets & 31948 & 25698 \\
\hline TOTAL - ASSETS & 91822 & 72051 \\
\hline
\end{tabular}

\section*{Report of segment wise revenue, Results and Capital Employed, (Un-audited) under Clause} 41 of the Listing Agreement, for the quarter and year ended on 31st March, 2012

Rs. lakhs
\begin{tabular}{|c|c|c|c|c|c|}
\hline & \multicolumn{3}{|c|}{THREE MONTHS ENDED} & \multicolumn{2}{|l|}{YEAR TO DATE FIGURES FOR THE PERIOD ENDED} \\
\hline & 31-MAR-2012 & 31-DEC-2011 & 31-MAR-2011 & 31-MAR-2012 & 31-MAR-2011 \\
\hline 01. Segment Revenue (Net Sales / Income (including Excise Duty \& Sales Tax) & & & & & \\
\hline a) Bulk Chemicals & 3637 & 4298 & 3412 & 16318 & 12012 \\
\hline b) Formulations & 8424 & 7546 & 5566 & 28244 & 23211 \\
\hline c) Job Work & 205 & 228 & 300 & 896 & 1098 \\
\hline d) Unallocated (Others) & 1094 & 743 & 610 & 3153 & 2203 \\
\hline Total & 13360 & 12817 & 9888 & 48611 & 38524 \\
\hline Less : Inter-segment Revenue & 221 & 608 & 249 & 1521 & 1350 \\
\hline Net Sales / Income from Operations & 13139 & 12208 & 9639 & 47090 & 37174 \\
\hline 02. Segment Results : Profit (+)/Loss (-) before tax and interest & & & & & \\
\hline a) Bulk Chemicals & 520 & 703 & 300 & 2943 & 1458 \\
\hline b) Formulations & 1805 & 2872 & 2239 & 9688 & 11001 \\
\hline c) Job Work & 169 & 186 & 202 & 727 & 872 \\
\hline d) Unallocated (Others) & 1094 & 743 & 610 & 1983 & -5513 \\
\hline Total & 3588 & 4504 & 3351 & 15341 & 7818 \\
\hline Less : a) Interest & 609 & 562 & 312 & 2296 & 1420 \\
\hline b) Oher allocable expenditure net of unallocable income & 920 & 1656 & 1629 & 4792 & - \\
\hline Total Profit Before Tax & 2059 & 2286 & 1410 & 8252 & 6398 \\
\hline 03. Capital Employed (Segment Assets Segment Liabilities) & & & & & \\
\hline a) Bulk Chemicals & 26619 & 26240 & 11242 & 26619 & 11242 \\
\hline b) Formulations & 29356 & 27546 & 20847 & 29356 & 20847 \\
\hline c) Job Work & 230 & 184 & - & 230 & - \\
\hline e) Unallocated (Others) & 12321 & -7576 & 2115 & 12321 & 2115 \\
\hline Total & 68526 & 46394 & 34204 & 68526 & 34204 \\
\hline
\end{tabular}

The above report of segment wise revenue, results and capital employed for the quarter and year ended on \(3{ }^{1 \text { st }}\) March, 2012 was considered and taken on record by the Board of Directors at a meeting held at Hyderabad on Monday, the \(28^{\text {th }}\) May, 2012. Figures for the quarter ended on \(31^{\text {st }}\) March are the balancing figures between audited figures in respect of the full financial year and the published year to date figures upto the third quarter of the financial year.

Dated at Hyderabad, this, the 28 \(^{\text {th }}\) day of May, 2012.
for and on behalf of the Board of Directors,
NATCO Pharma Limited

Dr. P. Bhaskara Narayana
Director \& Chief Financial Officer```

