

## Corporate Update

29 May 2013

Bilcare Limited, a global packaging player has reported consolidated revenue of Rs. 3,547 Crores in FY12-13 against Rs 3,657 Crores of FY11-12.

Q4FY12-13 had set back on sales and margin in India and Asia, however European business neutralized margin squeezed on annual basis and the overall consolidated gross margin for the year was 41.4% in FY12-13 as against 42.5% of FY11-12.

Consolidated EBIDTA stood at Rs 391.8 Crores (11%) in FY12-13 against Rs. 484.0 Crores (13%) of FY11-12 due to lower contribution and higher fixed cost. The high margin GCS business sell in US and Europe has also affected marginally to this year's performance.

Bilcare under advice of SBI Capital Market has initiated a comprehensive debt restructuring and business consolidation exercise to strengthen the long term business prospects.

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***Bilcare** is an India based multinational company and an integrated service provider to the global Pharmaceutical Industry through its key business verticals: Pharma Packaging Innovations, nonClonableID™ Technologies and Global Clinical Services. Bilcare is a global market leader in the Pharma solid dosage packaging with over 25% market share. Bilcare with its 11 manufacturing operations and 4 R&D centres in Europe (Germany & Italy), USA and Asia (Singapore and India) and sales in more than 100 countries has earned global leadership. Our focus on value addition in the Pharma space coupled with its strong research orientation to customer centric innovations has resulted in continual creation of valuable Intellectual Property (over 200 patent applications worldwide and 30 granted patents) in the form of novel products and services as well as path breaking technologies and global leadership with over 1000 pharmaceutical companies as our customers. Entry into a pharmaceutical company is a minimum of 2-3 years just for qualification. The business model and the strategy thereof is well appreciated by multiple stakeholders.*

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Jaydip Chodhury, head of corporate communications, land line: + 91 20 30257700; hand phone: +91 9011489640