# B S R \＆Co．LLP 

Chartered Accountants

| 1st Floor，Lodha Excelus | Telephone | +912239896000 |
| :--- | :--- | :--- |
| Apollo Mills Compound | Fax | +912230902511 |

Apollo Mills Compound
Fax $\quad+912230902511$
N．M．Joshi Marg，Mahalakshmi
Mumbai－ 400011
India

## Review Report

## To the Board of Directors Pfizer Limited

We have reviewed the accompanying statement of un－audited financial results（＇the Statement＇）of Pfizer Limited（＇the Company＇）for the quarter ended 31 December 2013 and the year to date results for the period 1 April 2013 to 31 December 2013，except for the disclosures regarding ＇Public Shareholding＇and＇Promoter and Promoter Group Shareholding＇which have been traced from disclosures made by the management and have not been audited by us．This statement is the responsibility of the Company＇s Management and has been approved by the Board of Directors at the meeting held on 31 January 2014．Our responsibility is to issue a report on these financial statements based on our review．

We conducted our review in accordance with the Standard on Review Engagement（SRE） 2410 ， ＂Review of Interim Financial Information Performed by the Independent Auditor of the Entity＂ issued by the Institute of Chartered Accountants of India．This standard requires that we plan and perform the review to obtain moderate assurance as to whether the Statement is free of material misstatement．A review is limited primarily to inquiries of company personnel and analytical procedures applied to financial data and thus provide less assurance than an audit．We have not performed an audit and accordingly，we do not express an audit opinion．

Based on our review conducted as above，nothing has come to our attention that causes us to believe that the accompanying statement of unaudited financial results prepared in accordance with the Accounting Standards notified pursuant to the Companies（Accounting Standards）Rules， 2006 and other recognised accounting practices and policies has not disclosed the information required to be disclosed in terms of Clause 41 of the Listing Agreement including the manner in which it is to be disclosed，or that it contains any material misstatement．

For B S R \＆Co．LLP
Chartered Accountants
Firm＇s Registration No：116231W


Sadashiv Shetty
Mumbai
31 January 2014
Partner Membership No： 048648 Nine months ended $31^{\text {st }}$ December, 2013
(₹ In lakhs except earnings per share)

| Particulars | $\begin{array}{\|c\|} \hline \text { Quarter ended } \\ 31^{\text {st Dec }} \\ 2013 \end{array}$ | $\begin{array}{\|c\|} \hline \text { Quarter ended } \\ 30^{\prime \prime \prime} \text { Sept } \\ 2013 \\ \hline \end{array}$ | $\begin{array}{\|c\|} \hline \text { Quarter ended } \\ 31 \text { " Dece } \\ 2012 \end{array}$ | $\begin{aligned} & \text { Nine months } \\ & \text { ended } \\ & \text { 31st Dec } 2013 \end{aligned}$ | Nine months ended $31^{\text {st }}$ Dec 2012 | Year ended $31^{\text {st }}$ March <br> 2013 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Unaudited | Unaudited | Unaudited | Unaudited | Unaudited | Audited |
| 1 Income from Operations |  |  |  |  |  |  |
| (a) Net Sales/Income from Operations (Net of excise duty) | 24,770 | 26,735 | 22,978 | 75,258 | 69,579 | 94,798 |
| (b) Other Operating Income | 2,449 | 3,162 | 2,657 | 8,474 | 7,164 | 10,086 |
| Total income from operations (net) | 27,219 | 29,897 | 25,635 | 83,732 | 76,743 | 104,884 |
| 2 Expenses |  |  |  |  |  |  |
| a. Cost of materials consumed | 6,512 | 7,997 | 6,175 | 20,081 | 13,027 | 23,849 |
| b. Purchases of stock-in-trade | 3,157 | 1,975 | 3,065 | 7,874 | 8,070 | 9,723 |
| c. Changes in inventories of finished goods, work-in-progress and stock-in-trade | 87 | 219 | $(1,475)$ | 676 | 2,840 | (267) |
| d. Employee benefits expense | 4,410 | 4,936 | 5,512 | 15,338 | 16,421 | 21,112 |
| e. Depreciation and amortisation expense | 174 | 219 | 198 | 594 | 610 | 802 |
| f. Other expenses | 8,413 | 7,319 | 8,371 | 23,201 | 23,604 | 32,200 |
| Total Expenses | 22,753 | 22,665 | 21,846 | 67,764 | 64,572 | 87,419 |
| 3 Profit from operations before other income, finance costs and exceptional items (1-2) | 4,466 | 7,232 | 3,789 | 15,968 | 12,171 | 17,465 |
| Other income | 2,813 | 3,445 | 2,637 | 9,307 | 7,412 | 10,524 |
| 5 Profit from ordinary activities before finance costs and exceptional items $(3+4)$ | 7,279 | 10,677 | 6,426 | 25,275 | 19,583 | 27,989 |
| Finance costs | 8 | 1 | 4 | 17 | 31 | 24 |
| 7 Profit from ordinary activities after finance costs but before exceptional items (5-6) | 7,271 | 10,676 | 6,422 | 25,258 | 19,552 | 27,965 |
| Exceptional items: |  |  |  |  |  |  |
| (a) Gain on sale of Animal Health business | - |  |  |  | 38,252 | 38,252 |
| (b) Gain on sale of Investment |  |  | 3,160 |  | 3,160 | 3,160 |
| 9 Profit from ordinary activities before tax ( $7+8$ ) | 7,271 | 10,676 | 9,582 | 25,258 | 60,964 | 69,377 |
| 10 Tax expense | 2,511 | 3,717 | 3,194 | 8,776 | 16,460 | 19,057 |
| 11 Net Profit from ordinary activities after tax (9-10) | 4,760 | 6,959 | 6,388 | 16,482 | 44,504 | 50,320 |
| 12 Paid-up equity share capital (Face Value per share ₹ 10 ) | 2,984 | 2,984 | 2,984 | 2,984 | 2,984 | 2,984 |
| 13 Reserve excluding Revaluation Reserves as per balance sheet of previous accounting year |  |  |  |  |  | 166,458 |
| 14 Earnings per share - Basic and Diluted(of ₹ $10 /-$ each) (not annualised)a. before exceptional items (net of tax)b. after exceptional items |  |  |  |  |  |  |
|  | 15.95 | 23.32 | 14.26 | 55.23 | 41.61 | 61.10 |
|  | 15.95 | 23.32 | 21.41 | 55.23 | 149.14 | 168.63 |

PART II Select Information for the Quarter and Nine months ended 31 ${ }^{\text {st }}$ December, 2013


## NOTES:

1. The above results were reviewed and recommended by the Audit Committee, for approval by the Board, at its meeting held on January 31, 2014 and were approved and taken on record at the meeting of the Board of Directors of the Company held on that date.
2. The financial results for the quarter and nine months ended December 31, 2013 have been subjected to a limited review by the statutory auditors of the Company. The limited review report does not contain any qualifications. The limited review report will be filed with the Stock Exchanges and will also be available on the Company's website - www.pfizerindia.com
3. Employee benefits expense includes provision / payments aggregating to ₹ 79 lakhs for the quarter and ₹972 lakhs for nine months ended December 31, 2013 (Quarter ended September 30, 2013 ₹ 358 lakhs, Quarter and nine months ended December 31, 2012 ₹ 4 lakhs \& ₹504 lakhs respectively) and ₹442 lakhs for the year ended March 31, 2013 to employees
under Voluntary Retirement Scheme. under Voluntary Retirement Scheme
4. The Company had spun-off its animal health business operations on April 2, 2012 to Pfizer Animal Pharma Private Limited ('PAPPL'). Accordingly, the gain of $₹ 38,252$ lakhs arising on the slump sale of the said business was disclosed as 'Exceptional items' during the nine months ended December 31, 2012.
The Company has transferred on December 7, 2012, its $100 \%$ ownership in the wholly owned subsidiary, Pfizer Animal Pharma Private Limited to Pfizer Animal Health India Limited, a $100 \%$ indirect subsidiary of Pfizer Inc. for a consideration of $₹ 47,160$ lakhs. The gain on sale of investment of $₹ 3,160$ lakhs is disclosed as exceptional item for the quarter \& nine months
ended December 31, 2012 .
The Company continues to provide transitional support to PAPPL including support for manufacture of certain Animal Health products. The revenue for the quarter and nine months ended December 31, 2013 includes $₹ 747$ lakhs and ₹4,247 lakhs lakhs and ₹ 1,797 lakhs respectively) and ₹3,292 lakhs for the year ended March 31, 2013 for sale of such products.
Further the Company also provides consignment selling agent services (CSA) and other support functions. Other operating income for the quarter and nine months ended December 31, 2013 includes ₹226 lakhs and ₹1,003 lakhs respectively Quarter ended September 30, 2013 ₹384 lakhs, Quarter and nine monhs end December 31, 2012 ₹ 100 lakhs and ₹333

The income from such support services were disclosed as 'Others' in the segment reporting for the previous periods. However, considering the above spin-off in April of previous year, the Company has concluded that beginning current year April 1, 2013 it has only one segment which is Pharmaceuticals and therefore disclosure relating to segments is not applicable and accordingly not made.
5. The Board of Directors ("The Board") approved the Scheme of Amalgamation of Wyeth Limited with the Company ("the Scheme") on November 23, 2013. The Board has approved a share swap ratio of 7 equity shares of the face value of ₹ 10 each fully paid up of Pfizer Limited for every 10 equity shares of the face value of ₹ 10 each fully paid up of Wyeth Limited. he Company is in the process of filing the Scheme whe Hon ble High Court of Jadicature at Bombay. In terms of in the results. Other Expenses during the quarter and nine months ended December 31, 2013 includes ₹560 lakhs for in the results. Other Expenses during the
expenses in relation to the proposed merger.
6. During the quarter, the Company has paid an interim dividend of $3600 \%$ ( $₹ 360$ per equity share of $₹ 10$ each) aggregating to ₹ $1,07,429$ lakhs.
7. Figures for previous quarters / period have been regrouped / restated where necessary.

