

**Unaudited Financial Results (Provisional) for the Quarter &  
Nine months ended  
31<sup>st</sup> December, 2003**

(Rs. in Lacs)					
Particulars	For the quarter ended		For the Nine Months ended		Year ended
	31-12-2003 (Unaudited)	31-12-2002 (Unaudited)	31-12-2003 (Unaudited)	31-12-2002 (Unaudited)	31-03-2003 (Audited)
<b>Sales</b>	<b>10,661</b>	10,227	<b>17,277</b>	19,432	<b>28,386</b>
Less : Excise Duty	<b>330</b>	332	<b>883</b>	1,192	<b>1,471</b>
<b>Income from Operations</b>	<b>10,331</b>	<b>9,895</b>	<b>16,394</b>	<b>18,240</b>	<b>26,915</b>
Other Income	<b>58</b>	337	<b>234</b>	743	<b>294</b>
<b>Total Income</b>	<b>10,389</b>	<b>10,232</b>	<b>16,628</b>	<b>18,983</b>	<b>27,209</b>
(Increase) / Decrease in Stocks	<b>(1,301)</b>	59	<b>(3,087)</b>	(4,455)	<b>(797)</b>
Consumption of Materials & Bought Outs	<b>5,440</b>	5,818	<b>9,548</b>	13,919	<b>14,771</b>
Manufacturing Expenses	<b>608</b>	493	<b>1,323</b>	950	<b>1,283</b>
Personnel Expenses	<b>636</b>	476	<b>1,990</b>	1,622	<b>2,357</b>
Others	<b>1,300</b>	1,035	<b>3,663</b>	2,914	4,082
<b>Total Expenditure</b>	<b>6,683</b>	<b>7,881</b>	<b>13,437</b>	<b>14,950</b>	<b>21,696</b>
Financial Expenses	96	318	<b>331</b>	898	1,187
<b>Gross Profit after interest but before Depreciation &amp; Tax</b>	<b>3,610</b>	<b>2,033</b>	<b>2,860</b>	<b>3,135</b>	<b>4,326</b>
Depreciation	<b>257</b>	335	<b>701</b>	787	963
<b>Operating Profit before tax &amp; Extra-ordinary items</b>	<b>3,353</b>	<b>1,698</b>	<b>2,159</b>	<b>2,348</b>	<b>3,363</b>
Provision for taxation	<b>580</b>	595	<b>580</b>	850	1,350
Deferred Tax Liabilities/ (Assets)	<b>4</b>	(75)	<b>(22)</b>	(68)	<b>(129)</b>
<b>Net Profit / (Loss)</b>	<b>2,769</b>	<b>1,178</b>	<b>1,601</b>	<b>1,566</b>	<b>2,142</b>
<b>Paid-up Share Capital</b>					
- Equity (Re. 1/- per share)	<b>571</b>	571	<b>571</b>	571	<b>571</b>
- 12% Preference Shares (Rs. 10/- per share)	<b>535</b>	535	<b>535</b>	535	535
Reserves & Surplus	-	-	-	-	<b>9,481</b>
<b>E.P.S. (Rs.) (Basic &amp; Diluted)</b>	<b>4.82</b>	2.04	<b>2.71</b>	2.66	<b>3.62</b>
<b>Aggregate of Non-Promoters' Shareholding</b>					
- Number of shares	12,905,000	12,905,000	12,905,000	12,905,000	12,905,000
- Percentage of holding	22.61	22.61	22.61	22.61	22.61

## Unaudited Segment wise Revenue, Results and Capital employed (Rs. in Lacs)

Particulars	For the Quarter ended		For Nine Months ended		Year ended
	31.12.03 (Unaudited)	31.12.02 (Unaudited)	31.12.03 (Unaudited)	31.12.02 (Unaudited)	31.03.03 (Audited)
<b>Segment Revenue</b>					
A. Vaccines	7,346	7,383	7,506	10,910	16,923
B. Formulations (net of excise duty)	3,034	2,714	9,029	7,890	10,105
C. Research & Development	6	-	70	31	115
<b>Gross Sales / Income from Operations</b>	<b>10,386</b>	<b>10,097</b>	<b>16,605</b>	<b>18,831</b>	<b>27,143</b>
Less : Inter Segment Revenue	-	-	-	-	-
<b>Net Sales / Income from Operations</b>	<b>10,386</b>	<b>10,097</b>	<b>16,605</b>	<b>18,831</b>	<b>27,143</b>
<b>Segment Results</b>					
A. Vaccines	3,731	1,979	3,331	3,428	5,145
B. Formulations	441	139	1,167	1,027	1,549
C. Research & Development	(279)	(178)	(771)	(580)	(833)
<b>Total</b>	<b>3,893</b>	<b>1,940</b>	<b>3,727</b>	<b>3,875</b>	<b>5,861</b>
Less : Interest & Financial Charges	96	318	331	897	1,187
Unallocated Overheads net of unallocated Income	444	(76)	1,237	630	1,310
<b>Total Profit Before Tax</b>	<b>3,353</b>	<b>1,698</b>	<b>2,159</b>	<b>2,348</b>	<b>3,363</b>
<b>Capital Employed</b>					
A. Vaccines	20,638	11,552	20,638	11,552	14,255
B. Formulations	7,671	7,715	7,671	7,715	7,633
C. Research & Development	1,619	1,560	1,619	1,560	1,748
Capital employed in Segments	29,928	20,827	29,928	20,827	23,636
Add : Unallocable Assets					
Less Liabilities (including investments)	(17,739)	(11,255)	(17,739)	(11,255)	(13,048)
<b>Total Capital Employed</b>	<b>12,189</b>	<b>9,572</b>	<b>12,189</b>	<b>9,572</b>	<b>10,588</b>

### Notes :

- Segment Reporting** : Segments have been identified in accordance with the Accounting Standard on Segment Reporting (AS-17). Interest, borrowings and investments have been considered as unallocable items.
- Deferred Tax Assets/Liabilities have been calculated in accordance with Accounting Standard AS 22 (Accounting for Taxes on Income) issued by the Institute of Chartered Accountants of India.
- During the quarter, the Company had launched **ThankGod Relief Capsules, Anytime Cream & Isabgol Husk** (for treatment of piles), **Awayke MD** (anti-allergic), **Toff MD** (for cough & cold) and **Well-Beeing Tablets** (for Menstrual Pain) under Umbrella Brand name of **Best on Health** and **Ecovac-4** (a Combination Vaccine containing DTPw and Hepatitis B Antigen).
- The previous period's figures have been regrouped/ rearranged/ reclassified wherever necessary.
- Status of Investors' complaints [in nos.] during the quarter, pursuant to the clause 41 of the listing agreement: Opening [1]; Received [5]; Disposed [6]; Closing [0].
- The above results were reviewed by the Audit Committee of the Board and taken on record by the Board of Directors at their meetings held on 29th January, 2004 and 30th January, 2004 respectively.

New Delhi  
January 30, 2004

For and on behalf of the Board

Soshil Kumar Jain  
Chairman

**Panacea Biotec Ltd.**

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