



**UNICHEM**  
LABORATORIES LIMITED

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*Investor Update*

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**Mumbai, July 22, 2013**

**UNICHEM LABORATORIES LIMITED**

**Quarter 1, 2013-14 – Financial Performance**

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**Financial Highlights:**

**Quarter 1, 2013-14:**

**REVENUE**

- The company's standalone revenue from operations stood at Rs. 265.57 crs for the quarter ended June, 2013 against Rs. 264.86 crs recorded during the corresponding quarter of the previous year reflecting 0.3 % growth. On sequential quarter revenue grew by 9.1 %.
- Domestic Branded Formulations grew by 4.2 % compared to the corresponding quarter of the previous year, while on sequential quarter it grew by 23.5 %.
- The International Formulation Business degrew by 14.2 % compared to the corresponding quarter of the previous year, while on sequential quarter it degrew by 19.5 %.
- API business revenue stood at Rs. 30.31 crs for the quarter ended June, 2013 against Rs. 29.29 crs recorded during the corresponding quarter of the previous year reflecting 3.8 % growth.

**EBIDTA**

- The company's EBIDTA margins for the quarter ended June 30, 2013 stood at 19.1 % compared 18.0 % in the corresponding quarter of the previous year. On sequential quarter EBITDA margins improved by 1.9 %.

**PBT & PAT**

- Profit before tax for the quarter ended June 30, 2013 stood at Rs. 47.17 crs (*corresponding quarter previous year: Rs.45.52 crs*) and consequently the net profit for the quarter stood at Rs. 36.10 crs (*corresponding quarter previous year: Rs. 33.14 crs*). On sequential quarter Profit before tax grew by 35.7 % and Net profit by 16.3 %.
- The EPS-Diluted for the current quarter stood at Rs.3.98 (*corresponding quarter previous year: Rs. 3.65*).



*Investor Update*

**Standalone Financials**

UNICHEM LABORATORIES LTD			
Analysis of Quarterly unaudited Financial Results for the three months ended 30th June, 2013			
Particulars	For three months ended June 30, 2013 (Unaudited)	For three months ended June 30, 2012 (Unaudited)	% Growth
<b>Sales Income from Operations:</b>			
Domestic Operations			
Formulations	17,560.18	16,848.80	4.2%
API	400.72	762.56	-47.5%
International Operations			
Formulations	5,629.38	6,562.00	-14.2%
API	2,630.18	2,156.59	22.0%
Other Operating Income	337.42	156.15	116.1%
<b>Total Income</b>	<b>26,557.88</b>	<b>26,486.10</b>	<b>0.3%</b>
<b>Expenditure:</b>			
Material Consumption	9,595.53	10,285.66	-6.7%
<b>% Sales Income</b>	<b>36.1%</b>	<b>38.8%</b>	
Staff Cost	4,131.81	3,378.59	22.3%
Other Expenditure	7,744.81	8,041.58	-3.7%
<b>EBITDA</b>	<b>5,085.73</b>	<b>4,780.27</b>	<b>6.4%</b>
<b>% Total Income</b>	<b>19.1%</b>	<b>18.0%</b>	
Interest	61.67	85.76	-28.1%
Depreciation	1,068.18	827.61	29.1%
<b>Total Expenditure</b>	<b>22,602.00</b>	<b>22,619.20</b>	<b>-0.1%</b>
<b>% Total Income</b>	<b>85.1%</b>	<b>85.4%</b>	
<b>Operating Income</b>	<b>3,955.88</b>	<b>3,866.90</b>	<b>2.3%</b>
<b>% Total Income</b>	<b>14.9%</b>	<b>14.6%</b>	
Other Income	760.99	685.32	11.0%
Exceptional Items (Gain/-Loss)		-	
<b>Profit before Tax</b>	<b>4,716.87</b>	<b>4,552.22</b>	<b>3.6%</b>
<b>% Total Income</b>	<b>17.8%</b>	<b>17.2%</b>	
Prior period expenses / (income)	-	-	
Income Tax	1,107.00	1,238.00	-10.6%
Excess / (short) provision for tax of earlier year		-	#DIV/0!
<b>Net Profit</b>	<b>3,609.87</b>	<b>3,314.22</b>	<b>8.9%</b>
<b>% Total Income</b>	<b>13.6%</b>	<b>12.5%</b>	
Earning Per Share- Basic	3.99	3.67	
Earning Per Share- Diluted	3.98	3.65	
Notes: The previous period figures have been regrouped wherever necessary.			



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Niche Generics Limited, the 100% UK Subsidiary recorded sales of **GBP 2.53 Million** (*corresponding quarter previous year: GBP 2.31 Million*) and Net Profit of **GBP 0.15 Million** (*corresponding quarter previous year: Net Loss GBP 0.05 Million*) for the quarter ended June 30, 2013.

Unichem Pharmaceuticals USA Inc., the 100% US Subsidiary recorded sales of **USD 2.23 Million** (*corresponding quarter previous year: USD 1.98 Million*) and Net Loss of **USD 0.21 Million** (*corresponding quarter previous year: USD 0.15 Million*) for the quarter ended June 30, 2013.

Unichem Pharmaceuticals Do Brasil Ltda, the 100% Brazilian Subsidiary recorded sales of **Brazilian Reals 0.57 Million** (*corresponding quarter previous year: Brazilian Reals 0.35 Million*) and Net Loss of **Brazilian Reals of 0.73 Million** (*corresponding quarter previous year: Brazilian Reals 0.61 Million*) for the quarter ended June 30, 2013.



*Investor Update*

**Standalone Financials:**

UNICHEM LABORATORIES LTD			
<i>Analysis of Sequential Quarters Unaudited Financial Results for Quarter ended 30th June, 2013</i>			
<b>STAND ALONE FINANCIALS</b>			
Particulars	For three months ended June 30, 2013	For three months ended Mar 31, 2013	% Growth
<b>Sales Income from Operations:</b>			
<i>Domestic Operations</i>			
Formulations	17,560.18	14,215.50	23.5%
API	400.72	462.25	-13.3%
<i>International Operations</i>			
Formulations	5,629.38	6,989.80	-19.5%
API	2,630.18	2,455.55	7.1%
Other Operating Income	337.42	229.90	46.8%
<b>Total Income</b>	<b>26,557.88</b>	<b>24,353.00</b>	<b>9.1%</b>
<b>Expenditure:</b>			
Material Consumption	9,595.53	9,609.17	-0.1%
<b>% Sales Income</b>	<b>36.1%</b>	<b>39.5%</b>	
Staff Cost	4,131.81	3,470.06	19.1%
Other Expenditure	7,744.81	7,091.69	9.2%
<b>EBITDA</b>	<b>5,085.73</b>	<b>4,182.08</b>	<b>21.6%</b>
<b>% Total Income</b>	<b>19.1%</b>	<b>17.2%</b>	
Interest	61.67	41.66	48.0%
Depreciation	1,068.18	979.15	9.1%
<b>Total Expenditure</b>	<b>22,602.00</b>	<b>21,191.73</b>	<b>6.7%</b>
<b>% Total Income</b>	<b>85.1%</b>	<b>87.0%</b>	
Operating Income	3,955.88	3,161.27	25.1%
<b>% Total Income</b>	<b>14.9%</b>	<b>13.0%</b>	
Other Income	760.99	315.15	141.5%
Exceptional Items (Gain/-Loss)			
Profit before Tax	4,716.87	3,476.42	35.7%
<b>% Total Income</b>	<b>17.8%</b>	<b>14.3%</b>	
Prior period expenses / (income)	-	-	
Income Tax	1,107.00	383.00	189.0%
Excess / (short) provision for tax of earlier year	-	9.97	
<b>Net Profit</b>	<b>3,609.87</b>	<b>3,103.39</b>	<b>16.3%</b>
<b>% Total Income</b>	<b>13.6%</b>	<b>12.7%</b>	
<b>Earning Per Share- Basic</b>	3.99	3.43	
<b>Earning Per Share- Diluted</b>	3.98	3.42	
Notes: The previous period figures have been regrouped wherever necessary.			



## *Investor Update*

### India Formulation Business

#### Key Highlights

#### AWACS

Domestic Formulation market on MAT June, 2013 is estimated at Rs. 72,069 crs {with bonus units at full value} by AWACS, reflecting a growth of 9.8 % over MAT June, 2013.

Further, for the quarter ended June, 2013 {April to June} the Domestic Formulation Market stood at Rs. 18,199 crs reflecting a growth of 7.8 % over quarter ended June, 2013.

Unichem Laboratories revenue is estimated at Rs. 730 crs (AWACS MAT June, 2013) and growing at 7.5% with a market share of 1.02 % (in covered market 2.2%). For the quarter ended June, 2013 {April to June} revenue is estimated at Rs. 184 crs and growing at 5.9 %

The division-wise break-up is as follows:

	MAT JUN'13		APR-JUN'13	
	Value (Rs. Crs)	% Growth	Value (Rs. Crs)	% Growth
<b>Total Domestic Market</b>	<b>72069</b>	<b>9.8</b>	<b>18199</b>	<b>7.8</b>
<b>Total Unichem Laboratories</b>	<b>730</b>	<b>7.5</b>	<b>184</b>	<b>5.9</b>
CV Division	244	13.7	62	10.8
Uva Division	155	11.9	41	6.6
CD Division	101	2.7	26	4.5
Integra Division	57	5.9	15	12.9
Neu-Foreva Division	54	2.2	13	1.6
Vitus Division	50	12.3	12	0.5
Vector Division	43	6.8	10	2.6
Unikare Division	14	(0.0)	3	(3.3)
Others	12	(44.1)	2	(42.4)
<b>Total Unichem Formulations Business</b>	<b>730</b>	<b>7.5</b>	<b>184</b>	<b>5.9</b>

Source: AWACS MAT Jun'13



## *Investor Update*

### **Brand Position**

Four Unichem brands feature among the top 300 Indian pharmaceutical brands.

1. Losar-H – Rs. 81 crs. (Rank 88<sup>th</sup>)
2. Losar Rs. 69 crs. (Rank 107<sup>th</sup>)
3. Ampoxin Rs. 58 crs. (Rank 140<sup>th</sup>)
4. Unienzyme Rs. 45 crs. (Rank 227<sup>th</sup>)

### **Unichem Laboratories Represented / Covered Market**

Therapy Market Segment	REPRESENTED MARKET		UNICHEM LABORATORIES		
	Size (Rs.Crs)	% GR	Size (Rs.Crs)	% SHARE	% GTH
Cardiac Care	5684	12.4	346	6.1	9.8
Anti-Infectives	9553	7.9	113	1.2	7.0
Neuro-Psychiatry	2361	11.9	87	3.7	2.8
Gastroenterologicals	4608	9.3	80	1.7	17.5
Anti Diabetic	2299	16.3	25	1.1	4.5
Musculosketals	3300	9.3	25	0.8	15.2
Respiratory	1159	11.6	22	1.9	0.9
Nutraceuticals	3695	7.5	16	0.4	-17.9
Dermatologicals	1521	10.5	11	0.7	-25.0
Gynaecological	1715	7.8	4	0.2	47.1
<b>Total</b>	<b>35894</b>	<b>9.9</b>	<b>730</b>	<b>2.0</b>	<b>7.5</b>

Source: AWACS MAT Jun'13



## Investor Update

### Brand Group Scenario

Brand	MAT Jun 13 (Val in Crs.)	% Growth	% Market Share	% Contibution to Revenue
Unichem Laboratories Ltd	730	7.5	1.0	100.0
Losar Group	170	10.4	32.7	23.3
Ampoxin Group	61	0.4	30.1	8.4
Unienzyme	45	27.4	14.7	6.1
Telsar Group	43	17.5	4.7	5.9
Trika Group	36	5.2	23.5	4.9
Olsar Group	28	9.0	6.9	3.8
Vizylac	22	13.9	12.9	3.1
Metride Group	18	5.5	1.4	2.5
Linix	16	18.4	11.8	2.2
Tg-Tor Group	16	(9.5)	1.6	2.2

**Source: AWACS MAT Jun'13**

### About Unichem Laboratories Limited.

Unichem Laboratories Limited is an international, integrated, specialty pharmaceutical company. It manufactures and markets a large basket of pharmaceutical formulations as branded generics as well as generics in India and several other markets across the world. In India, the company is a leader in niche therapy areas of cardiology, neurology, orthopedics and anti-infectives. The company has strong skills in product development, process chemistry and manufacturing of complex API as well as dosage forms. More information about the company can be found at [www.unichemlabs.com](http://www.unichemlabs.com).

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*This press release includes forward-looking statements. We have based these forward-looking statements on our current expectations and projections about future events. Such statements involve known and unknown risks, uncertainties and other factors that may cause actual results to differ materially. Such factors include, but are not limited to, changes in local and global economic conditions, our ability to successfully implement our strategy, the market acceptance of and demand for our products, our growth and expansion, technological change and our exposure to market risks. By their nature, these expectations and projections are only estimates and could be materially different from actual results in the future.*