



UNICHEM
LABORATORIES LIMITED

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Investor Release

Mumbai, Saturday July 11, 2015

Q1 FY 2016 – Financial Performance

Unichem Laboratories Limited Q1 FY 16 Standalone

Income from Operations – Rs. 309.1 crs

EBIDTA – Rs. 42.7 crs

PAT – Rs. 28.8 crs



Key Highlights of Q1 FY16

- USFDA Inspected 3 plants – No Critical observations highlighted
- Cumulative filings of ANDAs stood at 34 of which 18 ANDAs are approved (Including 3 tentative approvals)
- Cumulative filings of DMFs stands at 41
- The USA Subsidiary (Unichem Pharmaceuticals USA Inc), continues to show a robust sales growth, by growing over 58% in the quarter as compared to corresponding period of previous year
- The USA Subsidiary (Unichem Pharmaceuticals USA Inc) reported a profit after tax of **USD 0.12 Million** for the quarter ended June 30, 2015, on the back of robust sales growth
- Growth of Domestic portfolio for Month of June'15 stood at 20.5% as against Industry growth of 14.8% (AWACS)
 - Outperformance was mainly driven by above Industry growth in CNS, Anti Infective, Gastrointestinal, and Pain/Analgesic
- Growth of Domestic portfolio for quarter ended June'15 stood at 15.1% as against Industry growth of 14.8% (AWACS)

Other Highlights

- Non NLEM Portfolio for MAT May showed a growth of 9.4% (AWACS)
- NLEM portfolio for MAT May showed a growth of 2.8% (AWACS)
- Market share of Ampoxin Group (Therapy- Anti Infective) improves by 1.7% and maintains its #1 rank (AWACS MAT May'15)
- Market share of Losar Group (Therapy- CVS) improves by 1% and maintains its #1 rank (AWACS MAT May'15)



Financial Highlights: Quarter 1, FY 2016

REVENUE

- The Company's standalone revenue from operations stood at Rs. 309.1 crs for the quarter ended June 30, 2015 as against Rs. 291 crs recorded during the corresponding quarter of the previous year
- Revenues from Domestic Formulations stood at Rs. 194.3 crs as against Rs. 180 crs in the same period last year
- Revenues from International Formulations Business came in at Rs. 83.3 crs as compared to Rs. 74.7 crs in the corresponding quarter of previous year
- Revenues from API business (Excluding captive consumption for formulation business) came in at Rs. 27.2 crs for the quarter ended June 30, 2015 as compared to Rs. 33.8 crs recorded during the same quarter of the previous year

EBIDTA

- The Company's EBIDTA for the quarter stood at Rs. 42.7 crs

PAT

- The Net Profit for the quarter came in at Rs. 28.8 crs as against Rs. 30.2 crs in same quarter of previous year
- The EPS-Diluted for the current quarter stood at Rs. 3.16 (*corresponding period of previous year Rs. 3.32*)



Standalone Financials

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Analysis of Standalone results for Quarter ended 30th June, 2015.		Figures in INR Lakhs	
Particulars	STAND ALONE FINANCIALS		
	For three months ended June 30, 2015	For three months ended June 30, 2014	% Growth
Sales Income from Operations:			
Domestic Operations			
Formulations	19427.7	18003.5	8%
API	593.2	726.0	-18%
International Operations			
Formulations	8327.9	7464.9	12%
API	2127.2	2656.0	-20%
Other Operating Income	431.7	248.8	74%
Total Income	30907.8	29099.1	6%
Expenditure:			
Material Consumption	11468.6	11465.5	0%
% Sales Income	37.1%	39.4%	
Staff Cost	5504.8	4992.6	10%
Other Expenditure	9667.4	8273.1	17%
EBIDTA	4267.0	4367.9	
% Total Income	13.8%	15.0%	
Finance Costs	53.5	73.3	-27%
Depreciation	879.6	847.3	4%
Total Expenditure	27573.9	25651.7	7%
% Total Income	89.2%	88.2%	
Operating Income	3333.9	3447.3	
% Total Income	10.8%	11.8%	
Other Income	616.4	517.4	19%
Exceptional Items (Gain/-Loss)			
Profit before Tax	3950.3	3964.7	0%
% Total Income	12.8%	13.6%	
Income Tax	1072.0	945.0	13%
Net Profit After Tax Including Exceptional Items	2878.3	3019.7	-5%
% Total Income	9.3%	10.4%	
Earning per Share (In Rupees)			
Basic	3.17	3.33	-5%
Diluted	3.16	3.32	-5%



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Subsidiaries:

Unichem Pharmaceuticals USA Inc., the 100% US Subsidiary clocked net sales of **USD 7.38 Million** for the quarter ended June 30, 2015 (*corresponding period of the previous year: USD 4.67 Million*) showcasing a robust growth of over 58%. The subsidiary reported **Profit after Tax of USD 0.12 Million** for the quarter ended June 30, 2015 (*corresponding period of the previous year: Net Profit of USD 0.02 Million*)

Niche Generics Limited, the 100% UK Subsidiary recorded net sales of **GBP 1.94 Million** for the quarter ended June 30, 2015 (*corresponding period of the previous year: GBP 2.77 Million*) and Net Loss for the quarter ended June 30, 2015 stood at **GBP 0.27 Million** (*corresponding period of the previous year: Net Profit of GBP 0.1 Million*)

Unichem Pharmaceuticals Do Brasil Ltda, the 100% Brazilian Subsidiary recorded net sales of **Brazilian Real 0.47 Million** for the quarter ended June 30, 2015 (*corresponding period of the previous year: Brazilian Real 0.15 Million*) and Net Loss of **Brazilian Real of 0.59 Million** for the quarter ended June 30, 2015 (*corresponding period of the previous year: Net Loss of Brazilian Real 0.69 Million*)



India Formulation Business

Key Highlights

AWACS

Domestic Formulation market for MAT May, 2015 is estimated at ~Rs. 88,948 crs {with bonus units at full value}, reflecting a growth of 14% over MAT May, 2014.

Unichem Laboratories Limited's revenue is estimated at ~Rs. 843 crs (AWACS MAT May, 2015) and growing at 8.3% with a market share of approx 1% (in covered market approx 2%).

Brand Group Scenario

Products	MAT May'15 Val (Crs)	% Growth	% Market Share	% Revenue Contribution
UNICHEM	843	8.3	0.9	100.0
LOSAR GROUP	167	4.4	34.1	19.8
AMPOXIN GROUP	80	19.9	43.8	9.5
UNIENZYME	64	19.7	17.0	7.5
TELSAR GROUP	50	5.8	3.6	5.9
VIZYLAC GROUP	33	32.2	5.4	4.0
OLSAR GROUP	32	-1.0	5.4	3.8
TRIKA GROUP	31	2.8	23.0	3.7
PREGABA GROUP	21	46.9	5.6	2.5
SERTA	20	8.9	28.6	2.4
METRIDE GROUP	19	-1.8	0.9	2.3

Source: AWACS MAT May'15



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Unichem Laboratories Brands Against Covered Market

MAT May 15 Top Brands	Unichem Brand		Covered Market	
	Size (Rs.Crs)	% Growth	Size (Rs.Crs)	% Growth
LOSAR GROUP	167	4.4	491	1.3
AMPOXIN GROUP	80	19.9	182	15.1
UNIENZYME	64	19.7	374	14.2
TELSAR GROUP	50	5.8	1396	22.1
VIZYLAC GROUP	33	32.2	621	22.1
OLSAR GROUP	32	-1.0	590	17.4
TRIKA GROUP	31	2.8	134	-7.3
PREGABA GROUP	21	46.9	375	22.4
SERTA	20	8.9	69	13.6
METRIDE GROUP	19	-1.8	2047	22.8

Source: AWACS MAT May'15



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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

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Disclaimer:

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.