

Unichem Laboratories Limited



Investor Presentation
Q3 & 9M FY 2017

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Agenda

1. Profile & History
2. Growth & Profitability
3. Business Operations
 - Domestic Operations
 - International Operations
 - API Operations
4. Research & Development
5. Management & Governance
6. Financials

Profile

- One of the India's leading integrated Pharmaceutical Companies with a strong presence in domestic formulations market
 - Ranked 25th in the Domestic Formulations market as per AWACS MAT Dec 2016
 - Amongst the top # 18 companies in representative (covered) market
 - Domestic Operations contribute ~57% of Consolidated Revenues
 - International Operations contribute ~43% of Consolidated Revenues
 - US revenues showing a robust growth
 - Dedicated focus on International operations –gaining momentum

- 4 brands featuring among top 300 brands (*AWACS MAT Dec, 2016*)
 - Largest brand / brand extensions in excess of Rs170Cr
 - Over 25 brands with Rs. 10cr + Revenues
 - Over 19 brands with Rs. 5cr + Revenues and over 25 brands waiting to cross this threshold
 - In 19 therapeutic sub-groups Unichem's brand is No 1 brand, over all Unichem's brands rank in the top 5 in 47 therapeutic sub-groups

- Uninterrupted Dividend track record and cash generating operations

History - Key Milestones (Last 10 Years)

- USFDA certification of Goa Plant
- Acquisition of 100% stake in Niche Generics

- USFDA certification of Ghaziabad Plant
- EDQM certification of Roha Plant

- USFDA certification of API plant at Pithampur

- USFDA re-certification of Goa Plant & Roha Plant
- Commencement of Sikkim & Baddi – Formulation Plant
- Commencement of US sales

- Expansion of Packaging facility at Goa Plant
- Construction of R & D Centre at Goa started

- Re-location of R&D from Mumbai to Goa (CoE). Filings commissioned from new R&D Centre
- Sale of Indore SEZ plant to Mylan Laboratories Ltd.
- USFDA re-certification of API plant Pithampur

- USFDA's surprise inspection at 3 plants
- EIR received from USFDA, for Goa, Ghaziabad, Pithampur and Roha plants, thereby enabling business continuity in US
- Commissioned expanded capacities at Goa Formulation plant. Significantly increasing the capacities

2005-06

2007-08

2009

2010-11

2012

2013-14

2015-16

- New PTD at Goa
- Baddi II commissioned
- Acquisition of API plant at Pithampur

- Goa BioScience R&D commissioned
- Launch of Unikare - Derma Division

- Sikkim Factory construction started
- Establishment of packing unit at Ireland

- Modernization of Betalactum Plant - Baddi
- SEZ Pithampur construction started
- Reorganization of Acute Business

- Purchase of additional land at Goa

- Realignment of Chronic business. Commenced further sub divisionalization with increased focus on Chronic, launching new division on Cardio & Neuro.
- Commencement of expansion at API facility in Pithampur

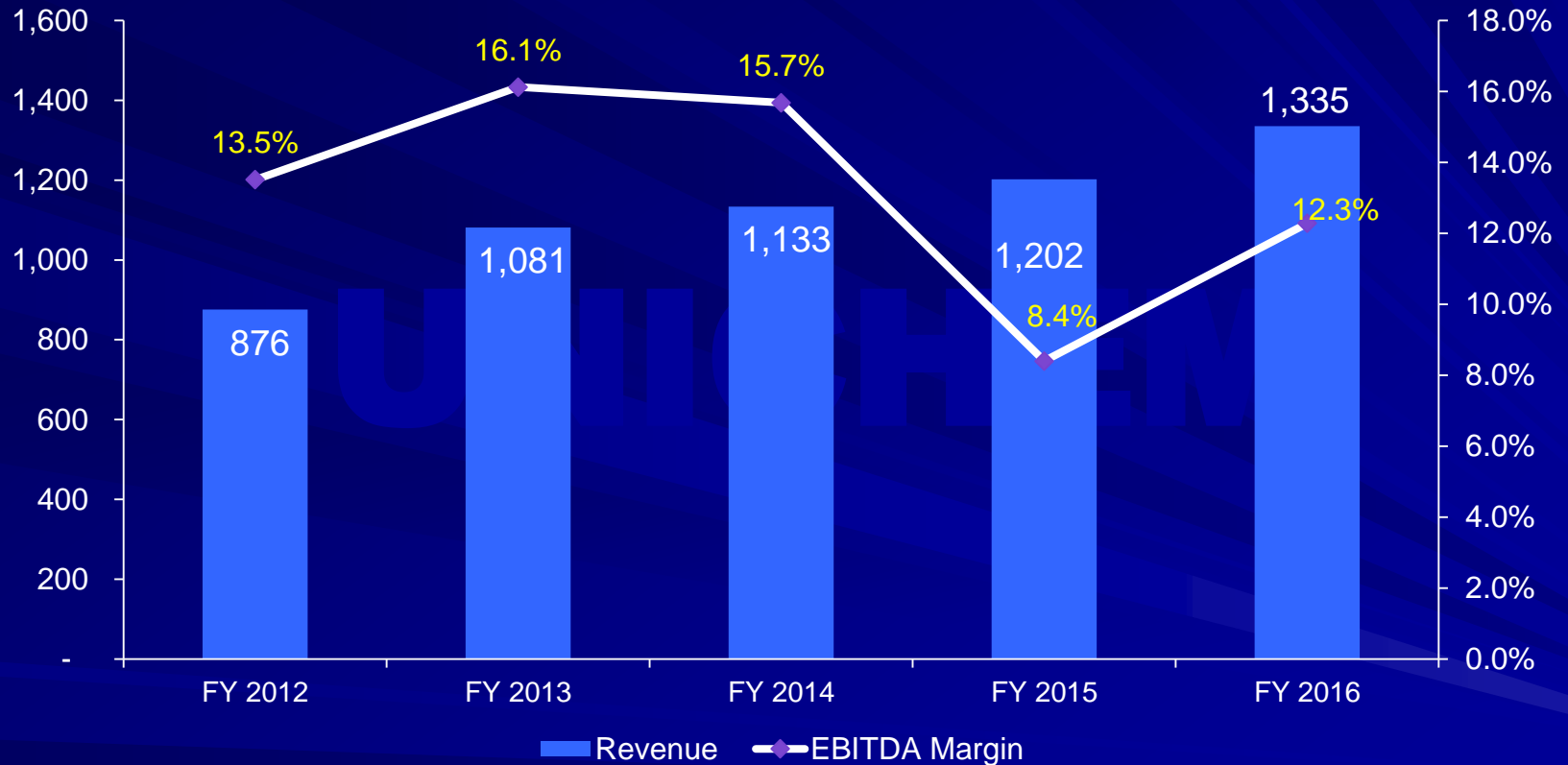
- Entered over the counter market by launching Unienzyme via Wellness Division

- Acquiring API facility in Kolhapur, Maharashtra

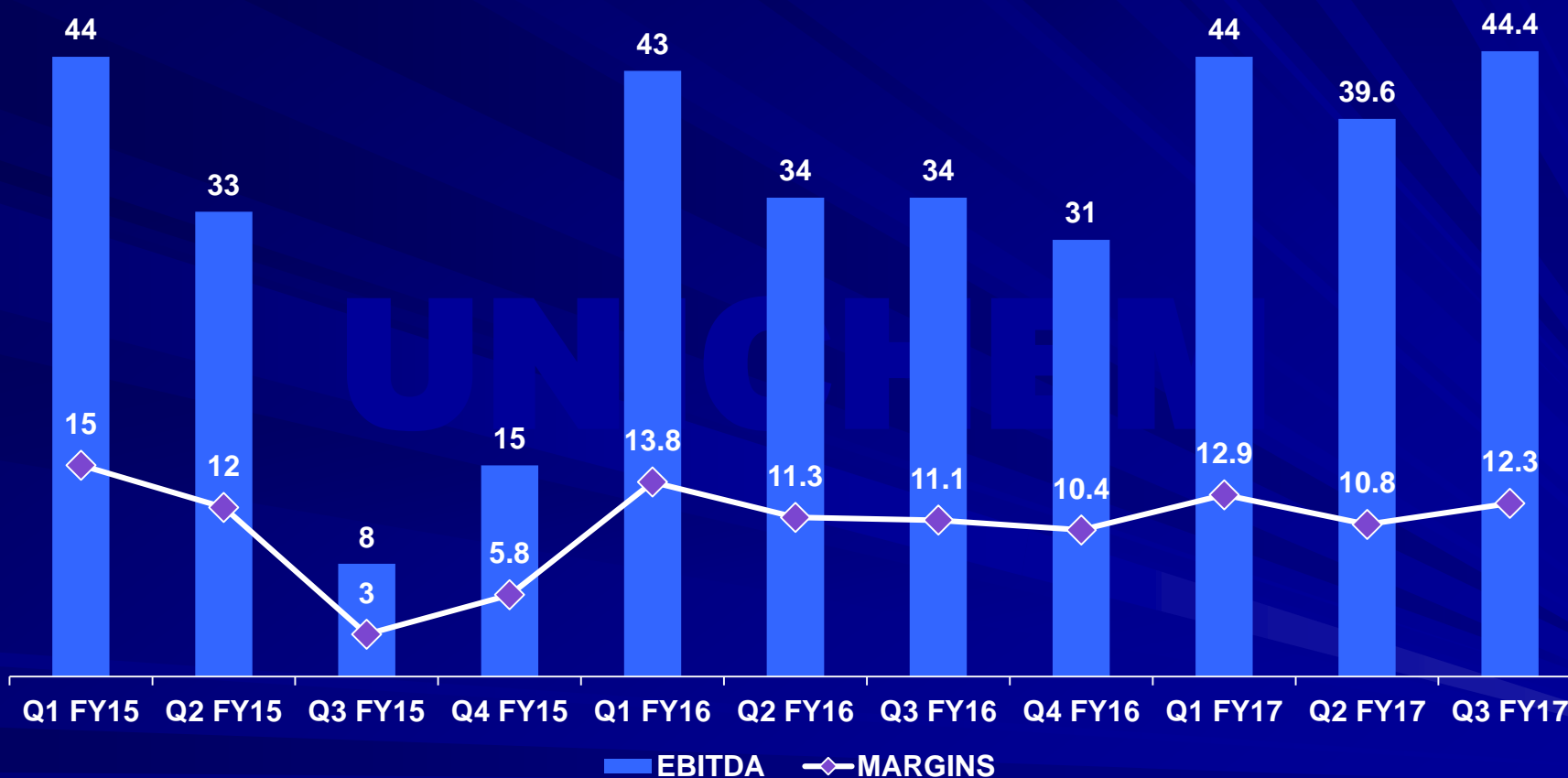
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Consolidated Financials {Rs. Crores}



Standalone EBITDA Profile from FY 15 onwards



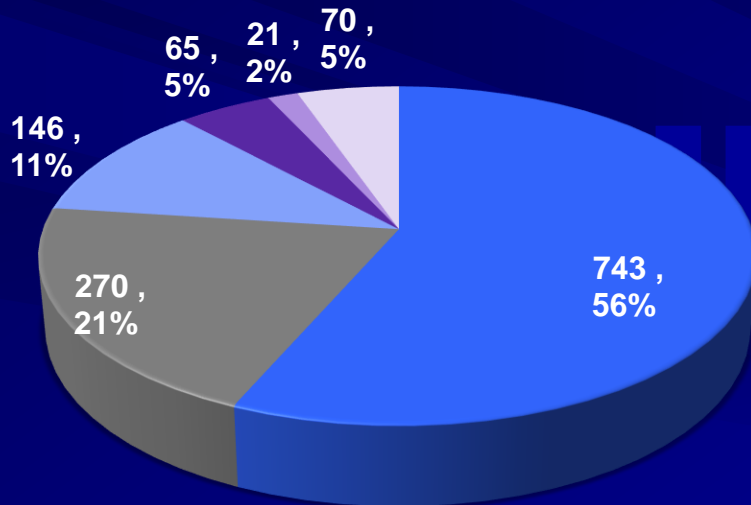
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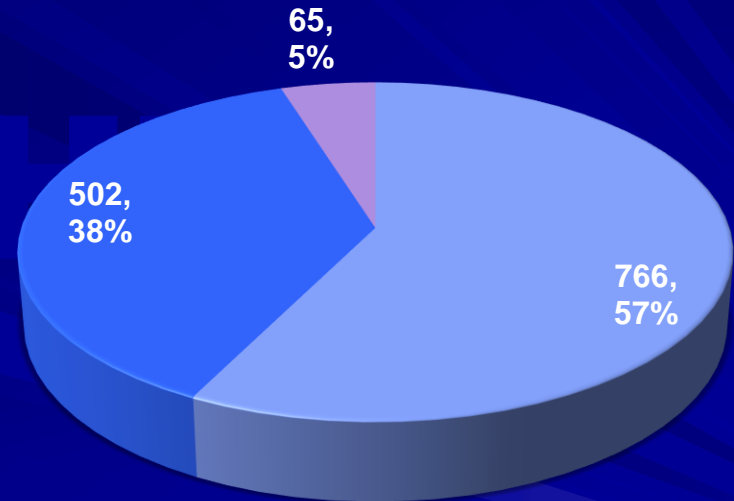
Revenue & Business areas break-up

Consolidated – FY 2016

Revenue Break-up by Segment
Rs. Crores



Revenue Break-up by Region
Rs. Crores



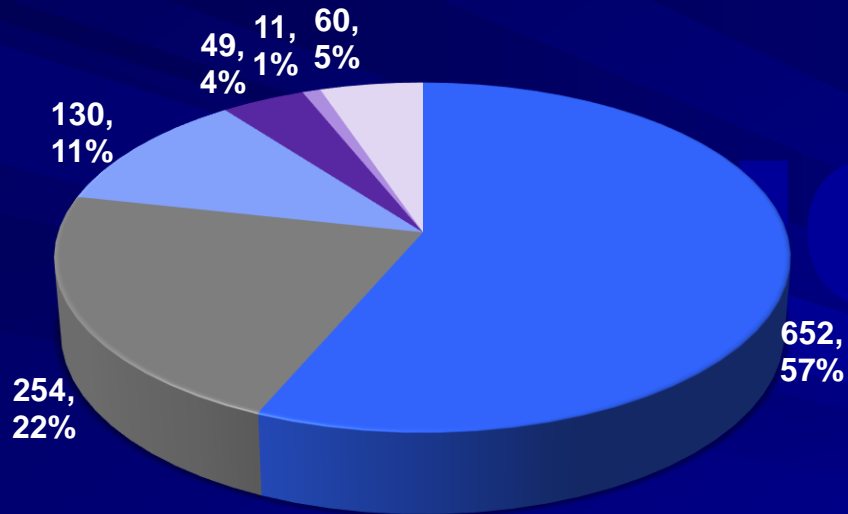
- Formulation - Domestic
- International Business - US/Brazil
- International Business - Niche/EU
- RoW
- API - Domestic
- API - Exports

- India Business
- Regulated Markets
- Emerging Markets

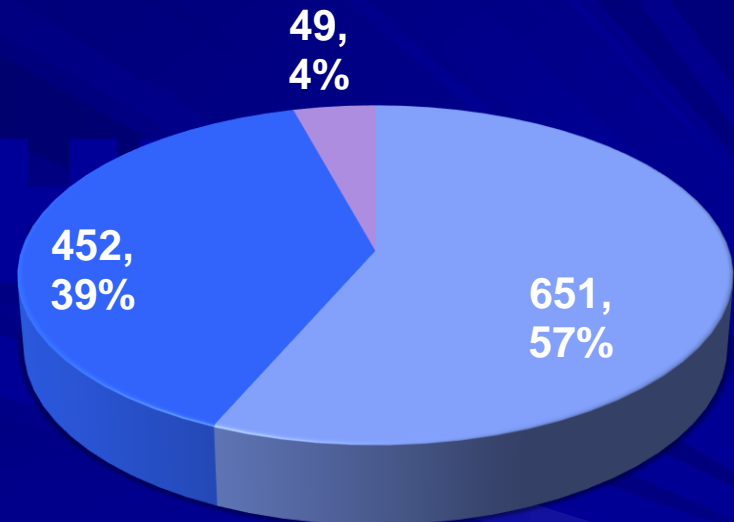
Revenue & Business areas break-up

Consolidated – 9M FY 2017

Revenue Break-up by Region
Rs. Crores



Revenue Break-up by Region
Rs. Crores



- Formulation - Domestic
- International Business -US/Brazil
- International Business - Niche/EU
- ACASIA (Emerging Market)
- API - Domestic
- API - Exports

- India Business
- Regulated Markets
- ACASIA (Emerging Markets)

Portfolio Therapy Dominance & Price Control

SCENE



Therapy

- Major Revenue contributors:
 - Chronic care accounts for ~59%* of Domestic Formulation Revenues
 - Acute portfolio accounts for ~41%* of Domestic Formulation Revenues

Price Control

- Less than 20% of Domestic Portfolio (in value terms) under NLEM 2013. Will reduce to less than 10% under NLEM 2015.

Unichem in The Indian Pharma Market

Rs. Crores

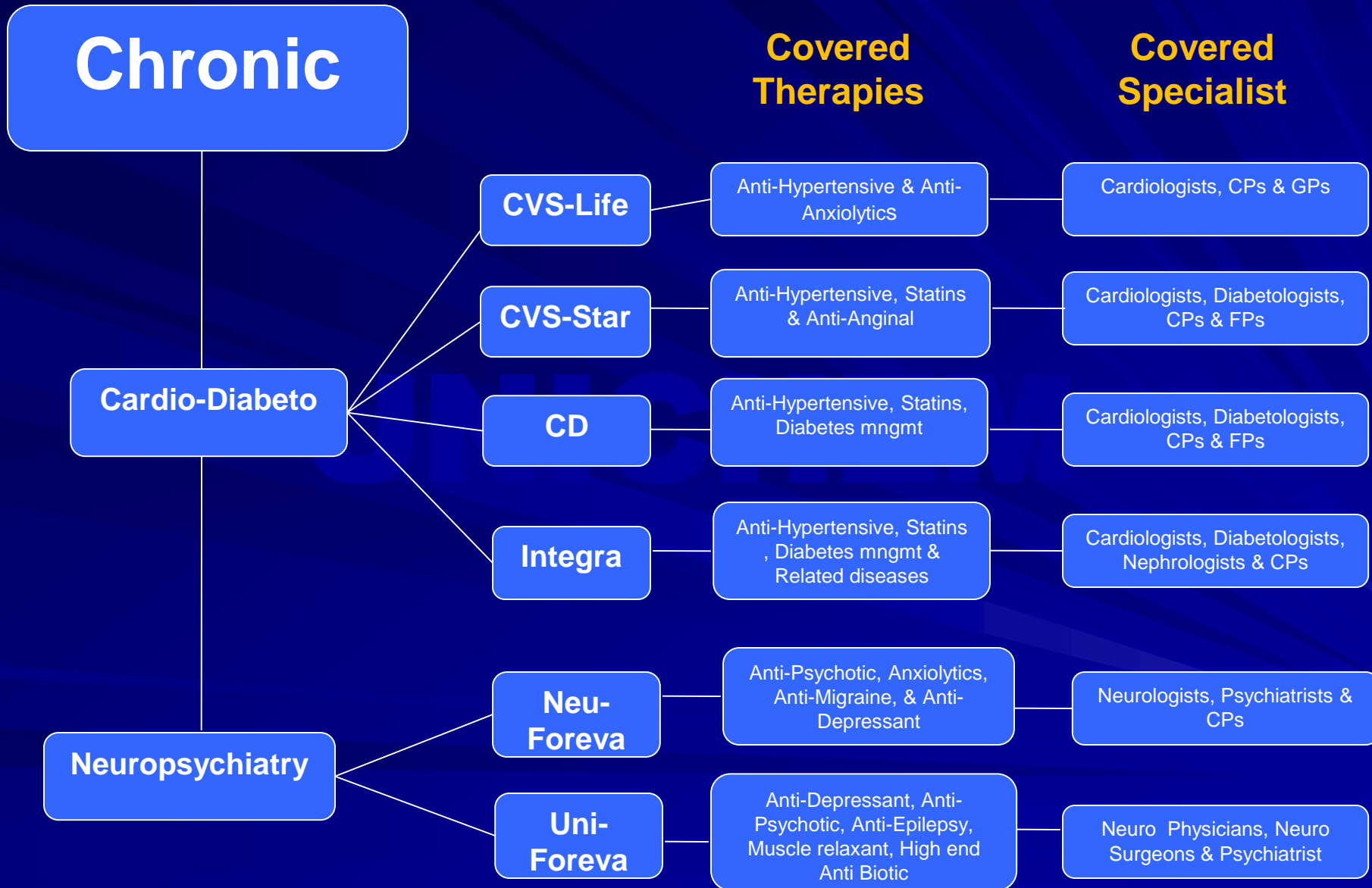
	Indian Pharmaceutical Market	MAT Dec, 2016	% Growth
	Total Size of the Market	107819	10.4
	Unichem Represented (Covered) Market	51260	9.8
Sr. No	Top Companies in Covered Market		
1	Sun Pharma + Ranbaxy	5529	11.4
2	Alkem	3021	15.3
3	Mankind	2456	12.9
4	Cipla	2208	8.5
5	Zydus	2191	9.3
6	Lupin	2015	9.0
7	Macleods	1931	7.4
8	Abbott Healthcare	1863	4.7
9	Aristo	1776	10.8
10	Intas	1575	12.5
18	Unichem Labs	972	14.3

Unichem's Therapy Gaps in the market

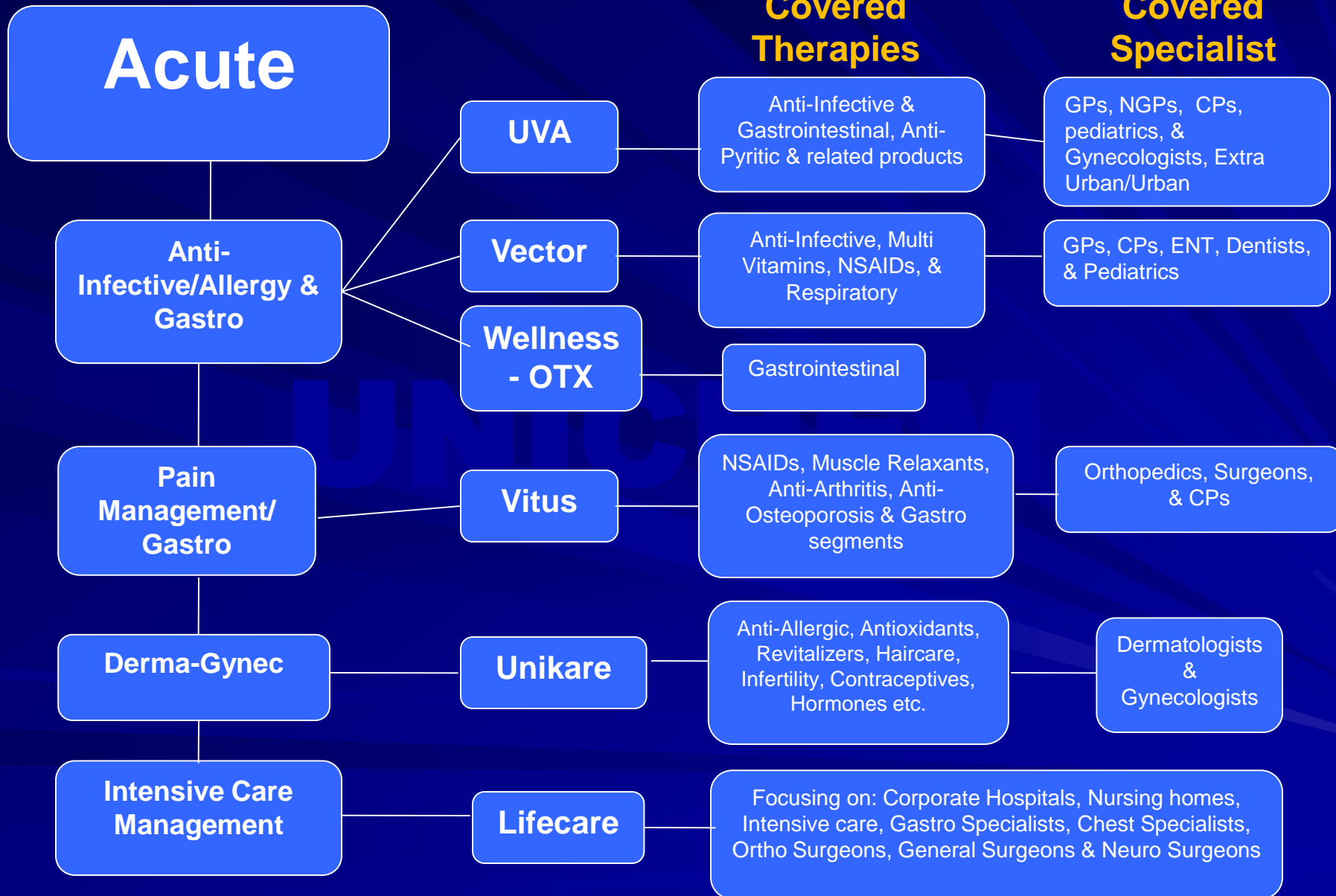
	MAT Dec' 16 Value Rs. Crs	% of Total Value	No. of Sub- Segments	% of Total No. of Segments
Unichem Non-Represented Segments	56,559	52.5%	2,644	87.6%
Unichem Represented Segments	51,260	47.5%	374	12.4%
Total Market	107,819	100.0%	3,018	100.0%

- Unichem is represented in 374 sub-segments (*about ~12 % of total sub-segments*), but covers nearly half of the IPM in value terms
- *However, opportunity does exist for more Unichem introductions in high growth non-represented segments*
- **Opportunity exists in the following Therapeutic Segments:**
 - Hospital Products
 - Women Health
 - Dermatology
 - Nutritional
 - Augmenting product portfolio of -
 - Acute Therapy
 - CNS & Nephrology

Domestic Formulations: Divisions



Domestic Formulations: Divisions



Domestic Business: Customer Coverage

■ Penetration

- Distinct vertical catering to Chronic segment manned by ~ 1300 +CBAs
- Distinct vertical dedicated to Acute segment manned by ~ 1200 +CBAs

■ Doctor Coverage: Over 100,000 doctors covered

■ Chronic Coverage

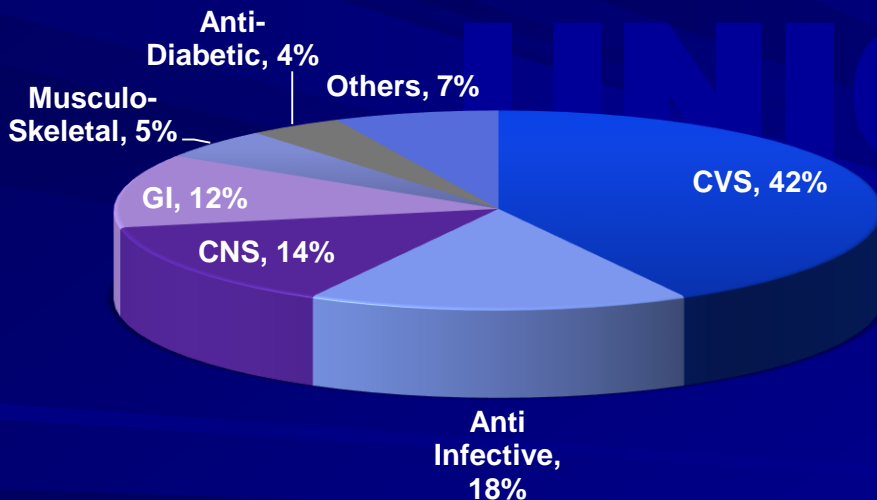
Cardiologists, Diabetologists, Neurologists, Psychiatrists, Nephrologists, Gynaecologists (Infertility treatment), CPs, GPs etc.

■ Acute Coverage

GPs, CPs, NGPs, ENTs, Dentists, Surgeons, Paediatrics, Gynaecologists (General), Dermatologists, etc.

Domestic Formulations Business

Therapeutic Segment-wise break-up



- Leadership position in key participated segments
 - Largest brand / brand extensions in excess of Rs170cr
- # 4 Brands in Top 300 brands
 - Losar H, Ampoxin, Losar & Unienzyme
- In 19 therapeutic groups Unichem's brand is No 1 brand
- Over all Unichem's brands rank in the top 5 in 47 therapeutic sub-groups
- Healthy balance between chronic (~59%) & acute (~41%)

Brand Building – Focus Brand Portfolio

- # Top 10 Brands contributes ~45% of the company's domestic revenues
 - *Losar H, Ampoxin, Losar, Unienzyme, Vizylac, Trika, Serta, Unistar, Arkamin and Telsar*

- Top 50 Brands contributes ~79% of the company's domestic revenues
 - # 4 - Rs. 50+ crore brands
 - # 1 - Rs. 30 - 50 crore brand
 - # 3 - Rs. 20 - 30 crore brands
 - # 16- Rs.10 - 20 crore brands
 - # 44 - Rs. 3 - 10 crore brands

Top 10 Product Groups Performance

Rs. Crores

	MAT Dec, 2016	% Growth	% Market Share	% Contribution to Revenue
Total Revenue	972	14.3	0.9	100.0
Losar Group	196	16.3	38.0	20.1
Ampoxin Group	87	5.8	4.5	8.9
Unienzyme	58	-7.0	15.6	6.0
Telsar Group	57	13.3	3.0	5.8
Vizylac	42	21.9	5.5	4.3
Olsar Group	38	16.7	5.3	3.9
Pregaba Group	32	34.2	5.6	3.3
Trika Group	26	-12.2	18.9	2.7
Serta	23	11.0	27.0	2.3
Unistar	20	18.4	30.6	2.1

AWACS Data – MAT Dec, 2016

Therapy Market Segment	Representative Market		Unichem Laboratories		
	Size (Rs. Crs)	% Growth	Sales (Rs. Crs)	% Share	% Growth
Cardiac Care	8340	8.9	411	4.9	16.2
Anti-Infectives	11364	3.6	159	1.4	5.5
Neuro-Psychiatry	3603	11.3	132	3.7	19.5
Gastro Intestinal	6334	10.3	112	1.8	1.0
Musculosketetals	4193	21.5	46	1.1	69.5
Anti – Diabetic	4620	11.9	40	0.9	23.4
Others	12806	11.3	71	0.6	11.1
TOTAL	51260	9.8	972	1.9	14.3

Globally Accredited State of the art Manufacturing Facilities

■ Formulations

- Baddi (HP) – essentially catering to Domestic and Emerging market
 - Regulatory approvals – MHRA & ANVISA
- Ghaziabad (UP) – catering to Regulated, Emerging and Domestic markets
 - Regulatory approvals – USFDA (Re-Certified recently), ANVISA, TGA, MHRA
- Goa – catering to Regulated and also Emerging markets
 - Regulatory approvals – USFDA (Re-Certified recently), MHRA, ANVISA, TGA
- Sikkim Plant – catering to domestic market
- Ireland – Packaging facility in Baldoye
 - Regulatory Approvals – Irish Medical Board

■ APIs

- Roha (Maharashtra) – Multiple plants
 - Regulatory approvals – USFDA (Re-Certified recently), EDQM, PMDA, EU GMP, KFDA, ISO, OHSAS
- Pithampur (MP) – Multiple plants
 - Regulatory approvals – USFDA , EUGMP, COFEPRIS

Unichem is built on the foundation of “Quality & Reliability”

Domestic Market – Management Focus

■ Domestic Market

- Enhancing relationship with customers and Focus on Field Productivity
- Brand building through ‘Focused Brand approach’
- Increased coverage and compliance
- Entry into unrepresented / uncovered market segments
- Optimal use of Manufacturing Assets
- Over the Counter - In Gastrointestinal market with Unienzyme through Wellness division

- **Key risks:**
 - Higher competition in the domestic market
 - Regulatory hurdles
 - High concentration risk (*Three products generate ~25% of sales*)

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International Formulation Business

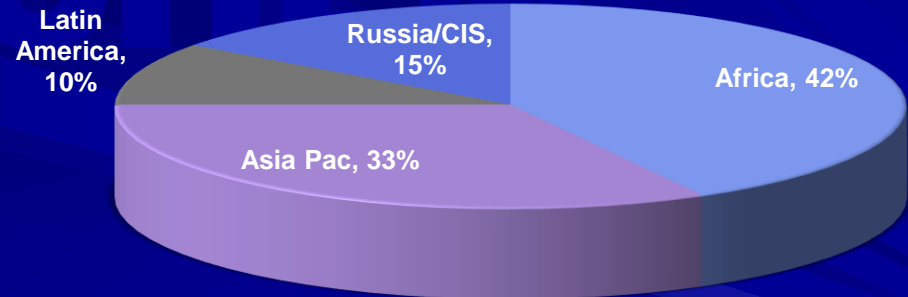
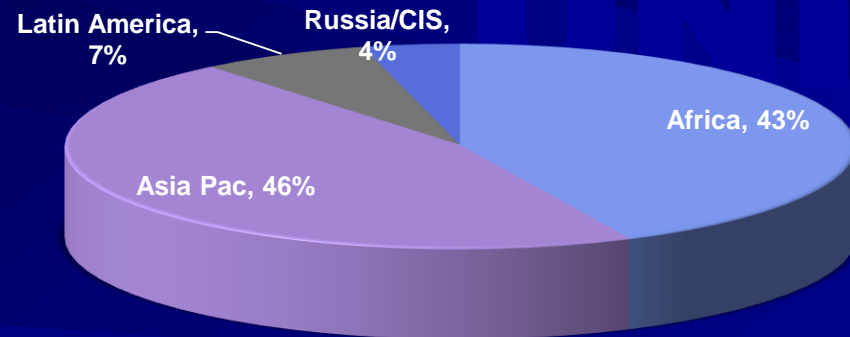
- Company has made significant investments in building infrastructure which includes state of the art R&D centre and API plants for captive consumption to support international business
- Company is in process of further augmenting it's API & Formulation capacities for expected future growth
- Regulatory Approvals
 - Goa Plant - USFDA (Re-Certified recently), MHRA, ANVISA, TGA
 - Ghaziabad Plant - USFDA (Re-Certified recently), MHRA, ANVISA, TGA
- More than # 800 product registrations across the world
- # 38 US ANDAs filed so far and # 21 of which already approved (Incl 1 PARA IV)
 - Many more filings in the pipeline

International Business – Formulations

ACASIA : Emerging Global Markets

Geographic Mix – FY 16

Geographic Mix – 9M FY 17



International Business – Formulations

Regulated Markets

Geographic Mix – FY 16



Geographic Mix – 9M FY 17



International Business – Formulations

Regulated Markets - USA and LATAM

UNITED STATES:

- UNICHEM PHARMACEUTICALS (USA) Inc - wholly owned subsidiary to manage ANDA filings and Business Development
 - Business model is based on leveraging Unichem's technical expertise and production capability with integrated end-to-end value chain
 - Longstanding relationship with large wholesalers and retail chains for products launched
 - Total number of ANDAs filed # 38 and development in progress for further filings
 - Total ANDAs approved so far # 21 including #1 PARA IV approval
- Increase in R & D Investments to support the anticipated further growth
- Company's strategy is to scale-up operations for sustained growth over time

International Business – Formulations

Regulated Markets

EUROPE

- European presence through 100% subsidiary - Niche Generics, UK
- The subsidiary sells these regulatory dossiers and supply agreements to third party companies
 - Total # 37 products {(Own:# 34; In-Licensing: # 3) (Direct marketing by Niche#23)}
 - Packing facility at Ireland
- The subsidiary has direct sales operations in the U.K.
- The subsidiary trades across Europe and also looking to extend into other geographies
- The subsidiary to focus on developing markets for generics and identifying potential products that can drive the business in in UK and Europe
- Direct (Unichem) presence through contract manufacturing and supply agreements
- 2012-13 : 100% subsidiary in Ireland

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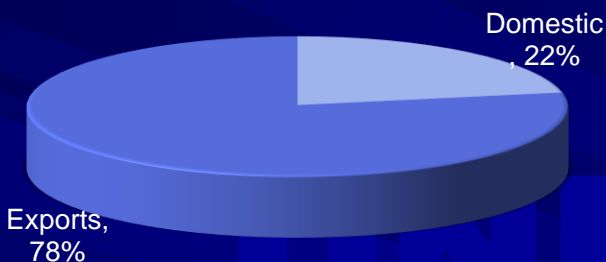
API-World class Manufacturing Facilities and Infrastructure

- Roha (Maharashtra) – Multiple plants
 - Regulatory Approvals – USFDA (Re-Certified recently), EDQM, PMDA, EU GMP, KFDA, ISO, OHSAS
- Pithampur (MP) – Multiple plants
 - Regulatory Approvals – USFDA (Re-Certified recently), EUGMP, COFEPRIS
- More than # 500 Regulatory filings (DMFs, EDMFs, e-CTDs, ACTDs etc)

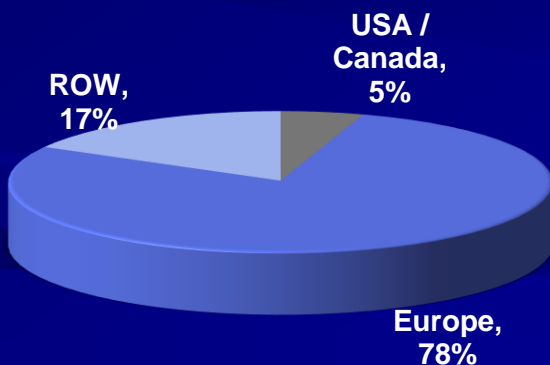
API - Total Revenue (Excluding Captive)

F Y 2016

Revenue Break-up by Segment



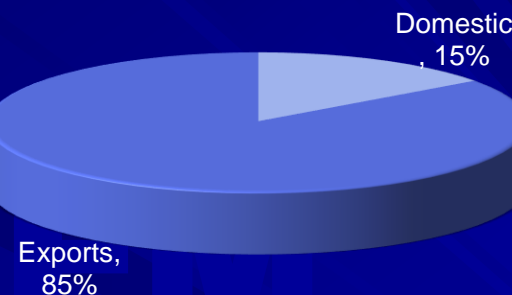
Export Revenue Break-up by Region



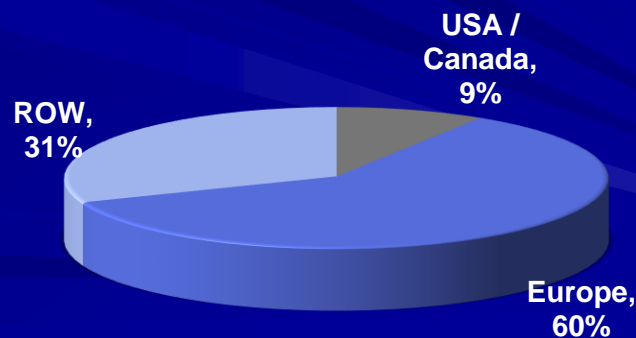
Total API Revenue : Rs.93 Crores

F Y 9M 2017

Revenue Break-up by Segment



Export Revenue Break-up by Region



Total API Revenue : Rs. 71 Crores

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UNICHEM

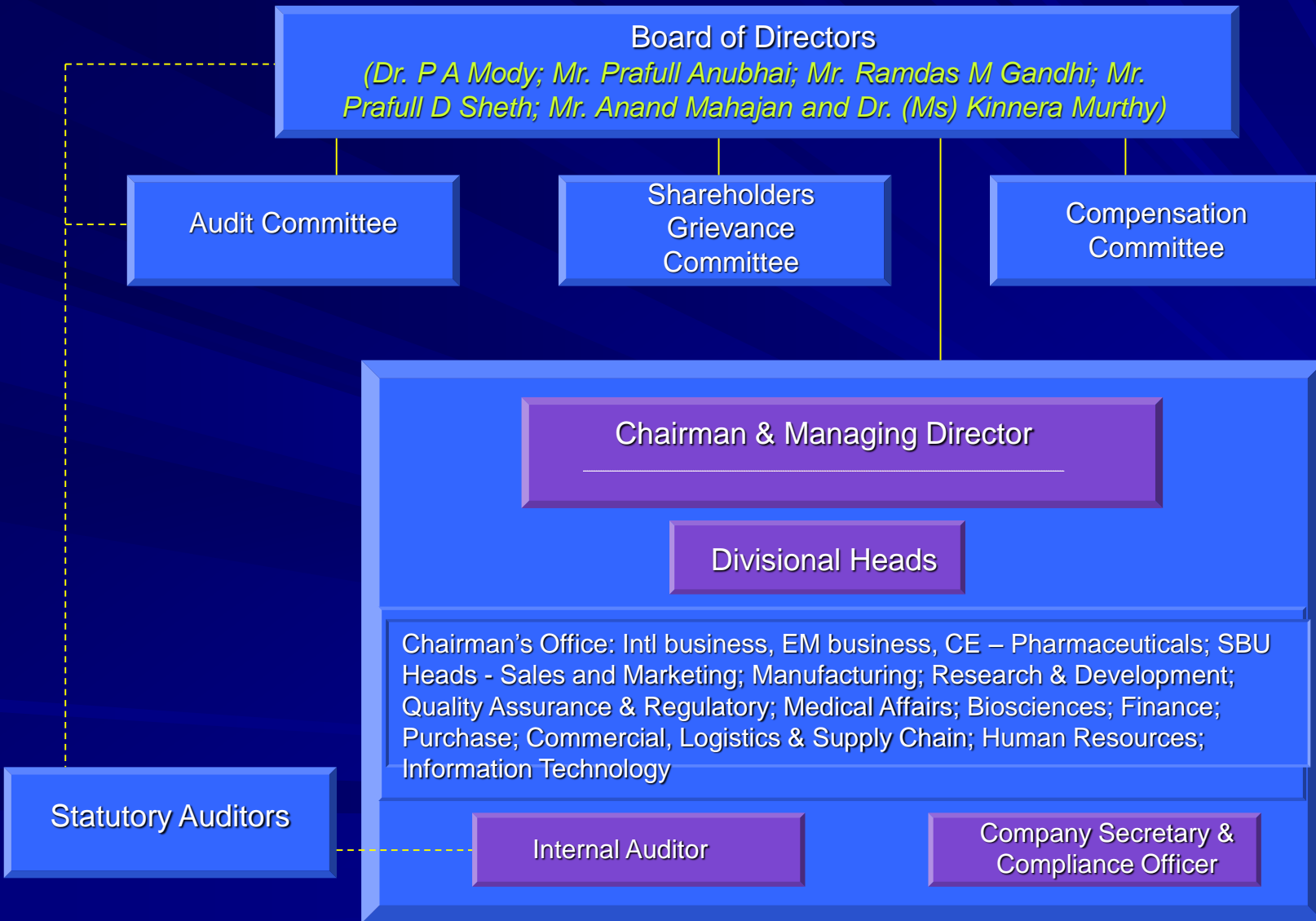
Focus

- Unichem has a two fold R&D strategy
 - Development of patent non-infringing processes for APIs
 - Development of Novel Drug Delivery Systems (NDDS)
- Chemical R&D
 - Centre of Excellence at Goa offering the most conducive environment for value added research
 - Developed novel, innovative & efficient processes for 45 new generation molecules in various therapeutic categories
 - Strong synthesis & analytical team fully equipped with latest facilities
- Formulations R&D
 - State-of-the-art Pharma R & D facilities to undertake formulation development of Tablets, Capsules, Liquid Orals, Creams, Ointments & Injectibles
 - Separate facilities for antibiotics
 - Pre-formulation laboratories to carry out drug-excipient compatibility studies and physical characterization of API regarding compressibility and flow characteristics
 - Formulation services on contract research and development projects for a number of leading European companies
 - Formulation Development and ANDA filings following QbD protocol
- Biosimilar products at various stages of development
 - Recombinant DNA Technique
 - Fermentation based products
 - Monoclonal Anti Bodies
- Total R & D spending of ~5 % of sales
 - More than # 325 Scientists (including more than # 30 PhDs) in R & D activities

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Management & Governance



Maintains high standards of Corporate Governance

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Standalone Financials (INR Lakhs)

Analysis of Standalone results for Quarter and Nine month ended 31st December, 2016				Figures in INR Lakhs		
Particulars	STANDALONE FINANCIALS			STANDALONE FINANCIALS		
	Three months ended December 31, 2016	Three months ended December 31, 2015	% Growth	Nine Months ended December 31, 2016	Nine Months ended December 31, 2015	% Growth
Sales Income from Operations:						
Domestic Operations						
Formulations	20,364	19,152	6%	65,213	58,036	12%
API	368	437	-16%	1,062	1,951	-46%
International Operations						
Formulations	12,331	9,379	31%	33,384	26,731	25%
API	2,165	1,721	26%	5,999	5,536	8%
Other Operating Income	764	233	228%	1,334	868	54%
Total Income	35,992	30,922	16%	106,993	93,121	15%
Expenditure:						
Material Consumption	12,597	10,837	16%	38,175	34,420	11%
% Sales Income	35.0%	35.0%		35.7%	37.0%	
Staff Cost	7,076	5,894	20%	20,300	16,926	20%
Other Expenditure	11,878	10,782	10%	35,694	30,630	17%
EBITDA	4,441	3,409	30%	12,823	11,144	15%
% Total Income	12.3%	11.0%		12.0%	12.0%	
Finance Costs	46	45	3%	167	151	11%
Depreciation	1,044	872	20%	3,068	2,618	17%
Total Expenditure	32,641	28,429	15%	97,405	84,746	15%
% Total Income	90.7%	91.9%		91.0%	91.0%	
Operating Income	3,351	2,492	34%	9,588	8,375	14%
% Total Income	9.3%	8.1%		9.0%	9.0%	
Other Income	414	472	-12%	1,267	1,701	-26%
Profit before Tax	3,765	2,965	27%	10,854	10,076	8%
% Total Income	10.5%	9.6%		10.1%	10.8%	
Income Tax	1,154	620		3,614	2,519	
Net Profit After Tax	2,611	2,345	11%	7,240	7,557	-4%
% Total Income	7.3%	7.6%		6.8%	8.1%	
Other Comprehensive Income - Net of Tax	0	(278)		(20)	(289)	
Total Comprehensive Income after Tax	2,611	2,067	26%	7,220	7,268	-1%
% Total Income	7.3%	6.7%		6.7%	7.8%	
Earning per Share (In Rupees)						
Basic	2.87	2.28	26%	7.95	8.00	-1%
Diluted	2.87	2.27	26%	7.93	7.99	-1%

Thank You