



UNICHEM
LABORATORIES LIMITED

Investor Update

Mumbai, May 13, 2013

UNICHEM LABORATORIES LIMITED

Quarter 4 & Full Year 2012-13 – Financial Performance

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AWACS Ranking



Investor Update

Financial Highlights:

Q4 2012-13:

REVENUE

- The company's standalone revenue from operations stood at Rs.243.53 crs for the quarter ended March, 2013 against Rs. 192.97 crs recorded during the corresponding quarter of the previous year reflecting 26.2 % growth. On sequential quarter revenue grew by 4.7 %.
- Domestic Branded Formulations grew by 27.8 % compared to the corresponding quarter of the previous year, while on sequential quarter it grew negatively by 6.8 %.
- The International Formulation Business grew by 28.6 % compared to the corresponding quarter of the previous year, while on sequential quarter it grew by 18.4 %.
- API business grew by 17.9 % during this quarter compared to the corresponding quarter of the previous year, while on sequential quarter it grew by 49.0 %.

EBIDTA

- The company's EBIDTA margins for the quarter ended March 31, 2013 is 17.2 % compared to the corresponding quarter of the previous year.

PBT & PAT

- Profit before tax for the quarter ended March 31, 2013 stood at Rs.34.76 crs (*corresponding quarter previous year: Rs. 26.01 crs*) and consequently the net profit for the quarter stood at Rs. 31.03 crs (*corresponding quarter previous year: Rs. 23.24 crs*). On sequential quarter Net Profit grew by 2.3 %.
- The EPS-Diluted for the current quarter stood at Rs. 3.42 (*corresponding quarter previous year: Rs. 2.56*).



Investor Update

FY 2012-13:

REVENUE

- The company's standalone revenue from operations stood at Rs. 1005.2 crs for the year ended Mar 31, 2013 against Rs. 803.2 crs recorded during the corresponding period of the previous year, reflecting overall growth of 25.2 %.
- Domestic Branded Formulations grew by 19.1 %, International Formulation business grew by 56.1 % and API business grew by 10.3% for the year ended Mar 31, 2013 over corresponding period of the previous year.

EBIDTA

- The company's EBIDTA margins for the current year ended Mar 31, 2013 stood at 18.5 % (*previous year: 15.9 %*).

PBT & PAT

- Profit before tax for the year stood at Rs. 162.4 crs (previous year: Rs. 105.2 crs) and consequently the net profit for the year stood at Rs. 129.6 crs (Previous year: Rs. 82.5 crs).
- The EPS-Diluted for the current year stood at Rs. 14.29 (previous year: Rs. 9.09).



Investor Update

Standalone Financials

UNICHEM LABORATORIES LTD						
Analysis of Audited Financial Results for the Quarter and Year ended 31st Mar, 2013						
Particulars	For three months ended Mar 31, 2013 (Unaudited)	For three months ended Mar 31, 2012 (Unaudited)	% Growth	Full Year ended Mar 31, 2013 (Audited)	Full Year ended Mar 31, 2012 (Audited)	% Growth
Sales Income from Operations:						
Domestic Operations						
Formulations	14,215.50	11,125.93	27.8%	63,528.64	53,331.87	19.1%
API	462.25	572.10	-19.2%	2,091.92	2,089.62	0.1%
International Operations						
Formulations	6,989.80	5,435.11	28.6%	25,267.29	16,188.41	56.1%
API	2,455.55	1,903.34	29.0%	8,798.10	7,781.06	13.1%
Other Operating Income	229.90	260.88	-11.9%	835.74	927.77	-9.9%
Total Income	24,353.00	19,297.36	26.2%	100,521.69	80,318.73	25.2%
Expenditure:						
Material Consumption	9,609.17	7,127.11	34.8%	37,919.66	29,516.75	28.5%
% Sales Income	39.5%	36.9%		37.7%	36.7%	
Staff Cost	3,470.06	2,871.41	20.8%	14,114.73	11,892.04	18.7%
Other Expenditure	7,091.69	5,992.76	18.3%	29,919.56	26,167.20	14.3%
EBITDA	4,182.08	3,306.08	26.5%	18,567.74	12,742.74	45.7%
% Total Income	17.2%	17.1%		18.5%	15.9%	
Interest	41.66	75.41	-44.8%	248.16	329.85	-24.8%
Depreciation	979.15	791.67	23.7%	3,481.65	2,828.81	23.1%
Total Expenditure	21,191.73	16,858.36	25.7%	85,683.76	70,734.65	21.1%
% Total Income	87.0%	87.4%		85.2%	88.1%	
Operating Income	3,161.27	2,439.00	29.6%	14,837.93	9,584.08	54.8%
% Total Income	13.0%	12.6%		14.8%	11.9%	
Other Income	315.15	161.90	94.7%	1,406.70	939.47	49.7%
Exceptional Items (Gain/-Loss)	0.00					
Profit before Tax	3,476.42	2,600.90	33.7%	16,244.63	10,523.55	54.4%
% Total Income	14.3%	13.5%		16.2%	13.1%	
Prior period expenses / (income)	0.00	-		-	-	
Income Tax	383.00	281.00	36.3%	3,295.00	2,281.00	44.5%
Excess / (short) provision for tax of earlier year	9.97	3.78		9.97	3.78	163.8%
Net Profit	3,103.39	2,323.68	33.6%	12,959.60	8,246.33	57.2%
% Total Income	12.7%	12.0%		12.9%	10.3%	
Earning Per Share- Basic	3.43	2.57		14.33	9.13	
Earning Per Share- Diluted	3.42	2.56		14.29	9.09	

Notes: 1. The figures of the last quarter are the balancing figures between audited figures in respect of the full financial year and the published year to date figures upto the third quarter of the current financial year.

2. The previous period figures have been regrouped wherever necessary.



Investor Update

Niche Generics Limited, the 100% UK Subsidiary recorded sales of **GBP 10.77 Million** (*corresponding period of the previous year: GBP 10.32 Million*) and Net Profit of **GBP 0.10 Million** (*corresponding period of the previous year: Net Loss GBP 0.19 Million*) for the year ended March 31, 2013.

Unichem Pharmaceuticals USA Inc., the 100% US Subsidiary recorded sales of **USD 8.45 Million** (*corresponding period of the previous year: USD 5.43 Million*) and Net Loss of **USD 0.62 Million** (*corresponding period of the previous year: USD 0.75 Million*) for the year ended March 31, 2013.

Unichem Pharmaceuticals Do Brasil Ltda, Our Brazil Subsidiary recorded sales of **Brazilian Reals 1.54 Million** (*corresponding period of the previous year: Brazilian Reals 0.009 Million*) and Net Loss of **Brazilian Reals of 2.97 Million** (*corresponding period of the previous year: Brazilian Reals 2.48 Million*) for the year ended March 31, 2013.

Unichem Ireland, the 100% Ireland subsidiary recorded sales of **Euro 0.22 Million** (*corresponding period of the previous year: Euro "NIL"*) and Net Loss of **Euro 0.29 Million** (*corresponding period of the previous year: Euro "NIL"*) for the year ended March 31, 2013.



Investor Update

Standalone Financials:

UNICHEM LABORATORIES LTD			
<i>Analysis of Sequential Quarters Unaudited Financial Results for Quarter ended 31st Mar, 2013</i>			
STAND ALONE FINANCIALS			
Particulars	For three months ended Mar 31, 2013	For three months ended Dec 31, 2012	% Growth
Sales Income from Operations:			
<i>Domestic Operations</i>			
Formulations	14,215.50	15,253.64	-6.8%
API	462.25	415.61	11.2%
<i>International Operations</i>			
Formulations	6,989.80	5,904.88	18.4%
API	2,455.55	1,542.20	59.2%
Other Operating Income	229.90	141.58	62.4%
Total Income	24,353.00	23,257.91	4.7%
Expenditure:			
Material Consumption	9,609.17	8,338.38	15.2%
% Sales Income	39.5%	35.9%	
Staff Cost	3,470.06	3,672.47	-5.5%
Other Expenditure	7,091.69	7,211.84	-1.7%
EBITDA	4,182.08	4,035.22	3.6%
% Total Income	17.2%	17.3%	
Interest	41.66	54.35	-23.3%
Depreciation	979.15	854.02	14.7%
Total Expenditure	21,191.73	20,131.06	5.3%
% Total Income	87.0%	86.6%	
Operating Income	3,161.27	3,126.85	1.1%
% Total Income	13.0%	13.4%	
Other Income	315.15	464.85	-32.2%
Exceptional Items (Gain/-Loss)			
Profit before Tax	3,476.42	3,591.70	-3.2%
% Total Income	14.3%	15.4%	
Prior period expenses / (income)	-	-	
Income Tax	383.00	557.00	-31.2%
Excess / (short) provision for tax of earlier year	9.97	-	
Net Profit	3,103.39	3,034.70	2.3%
% Total Income	12.7%	13.0%	
Earning Per Share- Basic	3.43	3.36	
Earning Per Share- Diluted	3.42	3.35	

Notes: 1. The figures of the last quarter are the balancing figures between audited figures in respect of the full financial year and the published year to date figures upto the third quarter of the current financial year.

2. The previous period figures have been regrouped wherever necessary.



Investor Update

India Formulation Business

Key Highlights

AWACS

Domestic Formulation market on MAT March, 2013 is estimated at Rs. 70,529 crs *{with bonus units at full value}* by AWACS, reflecting a growth of 11.9 % over MAT March, 2012.

Further, for the quarter ended March, 2013 *{January to March}* the Domestic Formulation Market stood at Rs. 16,978 crs reflecting a growth of 7.8 % over quarter ended March, 2012.

Unichem Laboratories revenue is estimated at Rs. 720 crs *(AWACS MAT March, 2013)* and growing at 7.9% with a market share of 1.02 % *(in covered market 2.2%)*. For the quarter ended March, 2013 *{January to March}* revenue is estimated at Rs. 180 crs and growing at 8.0 %

The division-wise break-up is as follows:

	MAT - MAR'13		JAN-MAR'13	
	Value (Rs. Crores)	% Growth	Value (Rs. Crores)	% Growth
Total Domestic Market	70,529	11.9	16,978	7.8
Total Unichem Laboratories	720	7.9	180	8.0
Unisearch Cardiovascular Division	238	11.4	63	16.1
Unisearch CD {Cardio -Diabeto} Division	100	2.6	26	2.5
Unisearch INTEGRA Division {Nephrology}	55	4.0	15	7.4
LIFECARE Division {Intensive care}	1	(51.7)	0	(70.3)
NEU-FOREVA Division {Neuro Psychiatry}	53	0.4	13	6.1
UNIKARE Division {Derma + Gynec}	15	0.5	4	5.2
VECTOR Division {Acute}	44	10.2	11	5.1
VITUS Division {Acute}	50	15.2	12	14.8
UVA Division {Acute}	152	17.8	34	5.5
Others	13	(42.7)	3	(38.3)
Total Unichem Formulations Business	720	7.9	180	8.0



Investor Update

Brand Position

Four Unichem brands feature among the top 300 Indian pharmaceutical brands and out of which two brands are in the top 100.

1. Losar-H – Rs. 79 crs. (Rank 90th)
2. Losar – Rs. 68 crs. (Rank 100th)

Unichem Laboratories Represented / Covered Market

Therapy Market Segment	Representative Market		UNICHEM LABORATORIES		
	Size (Rs. Crores)	% Growth	Sales (Rs. Crores)	% Share	% Growth
Cardic Care	5,493	14.8	338	6.2	8.4
Anti-Infectives	8,824	10.2	112	1.3	8.7
Neuro-Psychiatry	2,329	12.3	90	3.8	1.3
Gastroenterologicals	3,671	12.7	79	2.1	27.7
Musculoskeletal	2,815	11.3	25	0.9	13.2
Anti-Diabetic	2,214	18.8	25	1.1	2.5
Respiratory	1,136	13.6	22	1.9	4.1
Nutraceuticals	3,095	11.3	15	0.5	(11.6)
Dermatologicals	1,275	11.9	12	0.9	(24.0)
Haematinics	988	6.9	1	0.1	(32.7)
Others	1,365	14.9	3	0.2	99.6
Total	33,205	12.4	720	2.2	7.9

Brand Group Scenario

	Rs. Crores							
	MAT Mar'13				Jan-Mar'13			
	Value in Crores	% Growth	% Market Share	% Contr to Revenue	Value in Crores.	% Growth.	% Market Share.	% Contr to Revenue.
Total Revenue	720	7.9	1.0	100.0	180	8.0	1.1	100.0
Losar Group	167	8.6	31.8	23.2	43	12.9	33.7	24.0
Amproxin Group	62	3.1	30.4	8.6	13	(6.2)	29.4	7.2
Unienzyme	43	42.2	14.3	6.0	10	24.1	80.9	5.8
Telsar Group	41	19.9	4.7	5.8	11	15.6	5.0	6.2
Trika Group	36	2.2	23.5	5.0	9	6.8	25.0	5.2
Olsar Group	27	10.1	7.0	3.8	7	6.0	7.1	4.0
Vizylac	22	20.1	12.9	3.0	5	3.6	36.8	2.6
Metride Group	18	7.0	1.5	2.5	5	6.9	1.5	2.6
Linix	16	24.1	11.9	2.2	4	23.3	11.7	2.1
Tg-Tor Group	16	(11.9)	1.6	2.2	4	(11.1)	1.6	2.1



Investor Update

Top 10 Brands contributes nearly 50% of the company's domestic revenues

- LOSAR H, LOSAR, AMPOXIN, UNIENZYME, TRIKA, VIZYLAC, LINOX, TELSAR, TELSAR-H, TG-TOR

Top 50 Brands contributes approximately 83% of the company's domestic revenues

- Revenues with Rs. 50 + Crores - # 3 Brands
- Revenues between Rs. 30 ~ 40 Crores - # 2 Brands
- Revenues between Rs. 20 ~ 30 Crores - # 1 Brand
- Revenues between Rs. 10 ~ 20 Crores - # 8 Brands
- Revenues between Rs. 5 ~ 10 Crores - # 16 Brands
- Revenues between Rs. 3 ~ 5 Crores - # 13 Brands

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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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.
