



UNICHEM
LABORATORIES LIMITED

Investor Update

BSE: 506690	NSE: UNICHEMLAB	Reuters: UNLB.BO	Bloomberg: UN@IN
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Mumbai, May 16, 2011

UNICHEM LABORATORIES LIMITED

FY 2010-11 – Financial Performance

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Financial Highlights

ORG / IMS Ranking



Investor Update

Financial Highlights:

FY 2010-11:

REVENUE

- The Company recorded consolidated total revenue of Rs. 824.04 crs for the year ended 31st March 2011 as against Rs. 747.39 crs in the corresponding previous year, reflecting overall growth of 10.26%.
- The company's standalone revenue from operations stood at Rs. 764.7 crs for the year ended Mar 31, 2011 against Rs. 690.6 crs recorded during the corresponding period of the previous year, reflecting overall growth of 10.7%.
- Domestic Branded Formulations grew at 10.1%, out of which chronic care segment products grew at 13.2%. The International Formulation Business grew at 33.7 %.

EBIDTA

- The company's EBIDTA margins for the current year is 21.1% (previous year: 26%) due to higher spending on Sales & Marketing expenses, R & D expenses, increased headcount related expenses, commissioning of new plants at Baddi and Sikkim and adverse product mix.

PBT & PAT

- Profit before tax for the year stood at Rs. 140.3 crs (previous year: Rs. 164.1 crs) and consequently the net profit for the year stood at Rs. 108.5 crs (Previous year: Rs. 133.9 crs).
- The EPS-Diluted for the current year stood at Rs.11.95 (previous year: Rs. 14.77).

Dividend

- The Company maintained the dividend at 200% for the current year (previous year: 200%) by recommending a final dividend of 140%.



Investor Update

Standalone Financials

UNICHEM LABORATORIES LTD

Analysis of Audited Annual Financial results for three months ended 31st Mar, 2011.

Particulars	STAND ALONE FINANCIALS		
	Year ended Mar 31, 2011	Year ended Mar 31, 2010	% Growth
Sales Income from Operations:			
<i>Domestic Operations</i>			
Formulations	57,576.46	53,559.01	7.5%
API	2,202.40	2,203.53	-0.1%
<i>International Operations</i>			
Formulations	11,175.87	8,359.00	33.7%
API	4,826.75	4,262.00	13.3%
Other Operating Income	692.26	676.13	2.4%
Contract Manufacturing			
Total Income	76,473.74	69,059.67	10.7%
Expenditure:			
Material Consumption	25,676.17	23,337.49	10.0%
<i>% Sales Income</i>	33.6%	33.8%	
Staff Cost	10,553.86	8,596.23	22.8%
Depreciation	2,721.77	2,146.86	26.8%
Other Expenditure	24,093.04	19,180.82	25.6%
Interest	58.82	50.97	15.4%
Total Expenditure	63,103.66	53,312.37	18.4%
<i>% Total Income</i>	82.5%	77.2%	
Operating Income	13,370.08	15,747.30	-15.1%
<i>% Total Income</i>	17.5%	22.8%	
Other Income	660.22	658.36	0.3%
Exceptional Items (Gain/-Loss)	0.00	0.00	
Profit before Tax	14,030.30	16,405.66	-14.5%
<i>% Total Income</i>	18.3%	23.8%	
Prior period expenses / (income)	1.31	0.86	
Income Tax and Deferred Tax	3,159.00	3,043.00	3.8%
Excess / (short) provision for tax of earlier year	- 20.21	32.63	-161.9%
Net Profit	10,849.78	13,394.43	-19.0%
<i>% Total Income</i>	14.2%	19.4%	
Earning Per Share- Basic	12.03	14.86	-19.0%
Earning Per Share- Diluted	11.95	14.77	-19.1%



Investor Update

Niche Generics Limited, the 100% UK Subsidiary recorded sales of GBP 10.04 Million and Net Loss of GBP 0.79 Million for the year ended Mar 31, 2011.

Unichem Pharmaceuticals USA Inc., the 100% US Subsidiary recorded sales of USD 2.98 Million and Net Loss of USD 0.92 Million for the year ended Mar 31, 2011. Further, Unichem Laboratories Limited, India direct exports to US Customers amounted to USD 2.28 Million (Rs. 104 Million).

Unichem Pharmaceuticals Do Brasil Ltda, the 100% Brazil Subsidiary recorded sales of Brazilian Reals 0.01 Million and Net Loss of Brazilian Reals 1.44 Million for the year ended Mar 31, 2011.

India Formulation Business

Key Highlights

IMS

Domestic Formulation market on MAT March, 2011 is estimated at Rs. 48,239 crs by IMS, reflecting a growth of 15.3 % over MAT March, 2010.

Unichem Laboratories revenue is estimated at Rs. 719 crs (*IMS MAT Mar, 2011*) and growing at 13.3% with a market share of 1.49%.



Investor Update

The division-wise break-up is as follows:

	MAT Mar'11	
	Value (Rs.Crs)	% Growth
Total Domestic Market	48,239	15.3
Total Unichem Laboratories	719	13.3
Unisearch - Cardiovascular Division	266	13.7
UVA Division	154	3.7
Unisearch - Cardiovascular Diabetology Division	103	35.9
Unikare Division	62	17.3
Neu-Foreva - Neuro-Psychiatry Division	58	30.5
Pharma Division	44	(13.8)
Unisearch - Integra (Nephrology) Division	25	25.6
Total Unichem Formulations Business	712	13.6
Others	8	(8.4)

Brand Position

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

1. Ampoxin – Rs. 72 crs. (Rank 60th)
2. Losar-H – Rs. 66 crs. (Rank 72nd)
3. Losar – Rs. 62 crs. (Rank 81st)

Unichem Laboratories Represented / Covered Market

	VALUE (Rs. Crs)	% GROWTH
	MAT Mar'11	MAT Mar'11
UNICHEM LABS REPRESENTED MARKET	23,797	16.5
ANTI-INFECTIVES	6,067	15.5
CARDIAC CARE	3,486	19.4
MUSCULOSKELETALS	2,400	13.7
RESPIRATORY	2,027	12.4
GASTROINTESTINALS	1,915	15.4
NUTRACEUTICALS	1,785	17.3
NEURO-PSYCHIATRY	1,387	18.2
DERMATOLOGY	1,343	16.7
ANTI-DIABETICS	1,342	26.1
HAEMATINICS	927	17.2
OTHERS	1,118	13.1



Investor Update

Unichem in Represented / Covered sub-segments

	Value (Rs. Crs)	% Market Share	% Growth
	MAT Mar'11	MAT Mar'11	MAT Mar'11
UNICHEM FORMULATIONS	719	3.0	13.3
CARDIAC CARE	320	9.2	20.1
ANTI-INFECTIVES	116	1.9	(9.0)
NEURO-PSYCHIATRY	92	6.6	17.1
GASTROINTESTINALS	50	2.6	19.3
NUTRACEUTICALS	41	2.3	16.6
ANTI-DIABETICS	30	2.2	37.7
MUSCULOSKELETALS	22	0.9	(10.8)
RESPIRATORY	23	1.1	21.9
DERMATOLOGY	14	1.0	42.8
HAEMATINICS	2	0.2	173.8
OTHERS	8	0.0	(8.4)

Brand Group Scenario

	MAT Mar'11		
	Value (Rs.Crs)	% Share	% Growth
LOSAR Group	150	31.5	10.5
AMPOXIN Group	73	36.1	(14.1)
TELSAR Group	41	9.4	63.5
TRIKA Group	40	24.4	0.5
UNIENZYME	35	12.3	28.3
TG-TOR Group	29	3.9	16.9
METRIDE Group	21	3.2	35.6
VIZYLAC	20	38.5	23.4
OLSAR Group	17	11.1	72.7

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.