



UNICHEM
LABORATORIES LIMITED

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Investor Release

Mumbai, Saturday July 23, 2016

Q1 FY17 – Financial Performance

Unichem Laboratories Limited Q1 FY 17 Standalone (Ind-AS Compliant)

Total Income from Operations – Rs. 342 crs

EBIDTA – Rs. 44.2 crs

Net Profit After Tax – Rs. 25.8 crs

Total Comprehensive Income After Tax – 25.5 crs



Key Highlights of Q1 FY17

- During the quarter 2 ANDAs were filed
- Cumulative filings of ANDAs stood at 38 of which 21 ANDAs are approved
- Cumulative filings of DMFs stood at 46
- The USA Subsidiary (Unichem Pharmaceuticals USA Inc), continues to show a robust sales growth, by growing ~ 30% for the quarter ended June 30, 2016 as compared to corresponding period of previous year
- The USA Subsidiary (Unichem Pharmaceuticals USA Inc) reported Profit After Tax of **USD 0.24 Million** for the quarter ended June 30, 2016, on the back of robust sales growth
- Growth of Domestic portfolio for MAT June'16 stood at 9.8% as against 10.6% of IPM(AWACS)
 - Growth of Chronic portfolio for MAT June'16 stood at 12.5% as against 13.6% of IPM(AWACS)
 - Growth of Acute portfolio for MAT June'16 stood at 4.6% as against 8.5% of IPM(AWACS)
 - NLEM portfolio for MAT June'16 showed a growth of 11.9% as against 5.1% of IPM(AWACS)
 - Non NLEM Portfolio for MAT June'16 showed a growth of 9.6% as against 11.2% of IPM(AWACS)
- Market share of Ampoxin Group (Therapy - Anti Infective) improves by 2.5% (AWACS MAT June'16)
- Market share of Losar Group (Therapy- CVS) improves by 1.7% and maintains its #1 rank (AWACS MAT June'16)



Financial Highlights: Quarter 1, FY 2017 (Ind-AS Compliant)

REVENUE

- The Company's standalone Revenue from Operations stood at Rs. 342 crs for the quarter ended June 30, 2016 as against Rs. 312.4 crs recorded during the corresponding quarter of the previous year, reflecting a growth of 9.5%
- Revenues from Domestic Formulations stood at Rs. 221.5 crs as against Rs. 196.9 crs in the same period last year showing a growth of 12.5%
- Revenues from International Formulations Business came in at Rs. 97.1 crs as compared to Rs. 83.3 crs in the corresponding quarter of previous year showing a growth of 16.7%
- Revenues from API business (Excluding captive consumption for formulation business) stood at Rs. 20.8 crs as against Rs. 27.8 crs in the same period of the previous year

EBIDTA

- The Company's EBIDTA for the quarter stood at Rs. 44.2 crs as against 42.9 crs in same quarter last year

PAT

- Net Profit After Tax before Other Comprehensive Income came in at Rs. 25.8 crs as against Rs. 28.9 crs in same quarter of previous year
- Total Comprehensive Income after Tax stood at Rs. 25.5 crs as against Rs. 29.4 crs in same quarter of previous year
- EPS-Diluted for the quarter stood at Rs. 2.83 (*corresponding period of previous year Rs. 3.19*)



Standalone Financials (Ind-AS Compliant)

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Analysis of Standalone results for Quarter ended 30th June, 2016.		Figures in INR Lakhs	
Particulars	STAND ALONE FINANCIALS		
	For three months ended June 30, 2016	For three months ended June 30, 2015	% Growth
Sales Income from Operations:			
Domestic Operations			
Formulations	22154.2	19696.1	12%
API	295.3	656.6	-55%
International Operations			
Formulations	9714.6	8327.9	17%
API	1779.7	2127.2	-16%
Other Operating Income	253.3	431.7	-41%
Total Income	34197.0	31239.6	9%
Expenditure:			
Material Consumption	12384.4	11468.6	8%
% Sales Income	36.2%	36.7%	
Staff Cost	6322.9	5479.9	15%
Other Expenditure	11066.0	9999.2	11%
EBIDTA	4423.7	4291.9	3%
% Total Income	12.9%	13.7%	
Finance Costs	59.6	53.9	11%
Depreciation	975.5	879.6	11%
Total Expenditure	30808.5	27881.1	10%
% Total Income	90.1%	89.2%	
Operating Income	3388.5	3358.4	
% Total Income	9.9%	10.8%	
Other Income	504.4	617.7	-18%
Profit before Tax	3892.9	3976.0	-2%
% Total Income	11.4%	12.7%	
Income Tax	1316.0	1077.0	
Net Profit After Tax	2576.9	2899.0	-11%
% Total Income	7.5%	9.3%	
Other Comprehensive Income - Net of Tax	-22.3	37.60	
Total Comprehensive Income after Tax	2554.62	2936.65	-13%
% Total Income	7.5%	9.4%	
Earning per Share (In Rupees)			
Basic	2.84	3.19	-11%
Diluted	2.83	3.19	-11%



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Subsidiaries:

Unichem Pharmaceuticals (USA), Inc., the 100% US Subsidiary clocked net sales of **USD 9.6 Million** for the quarter ended June 30, 2016 (*corresponding period of the previous year: USD 7.4 Million*) showcasing a healthy growth of ~ 30%. The subsidiary reported **Profit before Tax of USD 0.45 Million**. **Profit after Tax stood at USD 0.24 Million** for quarter ended June 30, 2016.

Niche Generics Limited, the 100% UK Subsidiary recorded net sales of **GBP 2.7 Million** for quarter ended June 30, 2016 (*corresponding period of the previous year: GBP 1.9 Million*) and Net Profit for quarter ended June 30, 2016 stood at **GBP 0.1 Million**.

Unichem Farmaceutica Do Brasil Ltda, the 100% Brazilian Subsidiary recorded net sales of **Brazilian Real 0.7 Million** for the quarter ended June 30, 2016 (*corresponding period of the previous year: Brazilian Real 0.5 Million*) and Net Loss of **Brazilian Real of 0.7 Million** for the quarter ended June 30, 2016.

Unichem SA (Pty) Limited, the 100% South African Subsidiary recorded net sales of **South African Rand 4.7 Million** for the quarter ended June 30, 2016 and Net Loss of **South African Rand of 0.1 Million** for the quarter ended June 30, 2016.



India Formulation Business

Key Highlights

AWACS

Domestic Formulation market for MAT June'16 is estimated at ~Rs. 100,017 crs {with bonus units at full value}, reflecting a growth of 10.6%. (AWACS)

Unichem Laboratories Limited's revenue is estimated at ~Rs. 908 crs (AWACS MAT June'16) and growing at 9.8% with a market share of approx 1% (in covered market approx 2%).

Brand Group Scenario – AWACS

Products	MAT JUNE' 16 Val (crs)	% Growth	% Market Share	% Revenue Contribution
UNICHEM	908	9.8	0.9	100.0
LOSAR GROUP	178	8.0	35.8	19.6
AMPOXIN GROUP	75	5.9	45.6	8.3
UNIENZYME	58	-5.5	15.1	6.4
TELSAR GROUP	55	11.9	3.1	6.0
OLSAR GROUP	37	17.2	5.5	4.1
VIZYLAC	34	12.4	13.3	3.7
PREGABA GROUP	28	33.7	6.0	3.1
TRIKA GROUP	27	-9.4	19.8	3.0
SERTA	23	13.6	28.8	2.5
METRIDE GROUP	20	6.9	0.8	2.2



Unichem Laboratories Brands Against Covered Market – AWACS

MAT June'16	Unichem Brand		Covered Market	
Top Brands	Size (Rs.Crs)	% Growth	Size (Rs.Crs)	% Growth
UNICHEM	908	9.8	100,017	10.6
LOSAR GROUP	178	8.0	498	3.0
AMPOXIN GROUP	75	5.9	165	-8.6
UNIENZYME	58	-5.5	384	6.6
TELSAR GROUP	55	11.9	1768	20.8
OLSAR GROUP	37	17.2	672	12.5
VIZYLAC	34	12.4	254	15.7
PREGABA GROUP	28	33.7	473	20.6
TRIKA GROUP	27	-9.4	136	0.8
SERTA	23	13.6	78	11.5
METRIDE GROUP	20	6.9	2438	16.5



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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 serially. 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.