



UNICHEM
LABORATORIES LIMITED

INVESTOR UPDATE

BSE: 506690	NSE: UNICHEMLAB	Reuters: UNLB.BO	Bloomberg: UN@IN
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Mumbai, October 22, 2009

UNICHEM LABORATORIES LIMITED
Q2 FY 09-10: Financial Performance

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Financial Highlights

ORG / IMS Ranking



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Financial Highlights:

Q2 – FY 2009-10

- The company's revenue from operations stood at Rs. 174.65 crs during the quarter under review against Rs. 176.71 crs recorded during the comparable period
 - The revenue fall is essentially due to lower exports and rationalization of product schemes on some products in the domestic market in view of reorganization / unification of sales and marketing teams
- However, the company continue to improve its operating margins during the quarter under review
- The current quarter's "Other income" includes Exchange gain of Rs. 24.27 lakhs compared to Rs. 156.10 lakhs during the corresponding quarter last year
- The company posted Profit before tax of Rs. 42.41 crs for the second quarter ended Sept 30, 2009 compared to Rs. 42.67 crs during the corresponding quarter last year
- The net profit for the second quarter stood at Rs. 33.97 crs compared to Rs. 35.07 crs during the same period last year. The lower net profit is due to increased tax provision on account of higher rate of MAT



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Analysis of Quarterly & Half Yearly Financial results for the year ended 30th Sept, 2009.						
Rs. In Lacs						
Particulars	STAND ALONE FINANCIALS					
	For three months ended Sep 30, 2009	For three months ended Sep 30, 2008	% Growth	For six months ended Sep 30, 2009	For six months ended Sep 30, 2008	% Growth
Sales Income from Operations:						
<i>Domestic Operations</i>						
Formulations	13703.43	13427.47	2.1%	26994.05	27295.24	-1.1%
API	448.37	333.64	34.4%	1012.70	877.47	15.4%
<i>International Operations</i>						
Formulations	2247.41	2164.10	3.8%	4340.70	4406.42	-1.5%
API	928.88	1539.60	-39.7%	1741.61	2901.76	-40.0%
Other Operating Income	137.04	206.57	-33.7%	309.19	344.64	-10.3%
Total Income	17465.13	17671.38	-1.2%	34398.25	35825.53	-4.0%
Expenditure:						
Material Consumption	6201.50	6937.08	-10.6%	12063.10	14023.21	-14.0%
% Sales Income	35.5%	39.3%		35.1%	39.1%	
Staff Cost	2080.82	1962.41	6.0%	4346.80	4008.92	8.4%
Depreciation	528.49	472.57	11.8%	1052.38	873.42	20.5%
Other Expenditure	4552.58	4271.92	6.6%	8797.99	9136.27	-3.7%
Interest	30.61	33.83	-9.5%	33.84	62.94	-46.2%
Total Expenditure	13393.99	13677.81	-2.1%	26294.10	28104.76	-6.4%
% Total Income	76.7%	77.4%		76.4%	78.4%	
Operating Income	4071.13	3993.57	1.9%	8104.15	7720.77	5.0%
% Total Income	23.3%	22.6%		23.6%	21.6%	
Other Income	169.25	273.30	-38.1%	213.02	588.24	-63.8%
Exceptional Items (Gain/-Loss)	0.00	0.00		0.00	0.00	
Profit before Tax	4240.39	4266.87	-0.6%	8317.17	8309.01	0.1%
% Total Income	24.3%	24.1%		24.2%	23.2%	
Prior period expenses / (income)	0.32			0.75	0	
Income Tax	843.00	760.00	10.9%	1658.00	1464.00	13.3%
Excess /(short) provision for tax of e	0.00	0.00		(22.00)	0	
Net Profit	3397.07	3506.87	-3.1%	6636.42	6845.01	-3.0%
% Total Income	19.5%	19.8%		19.3%	19.1%	
Earning Per Share - Basic	9.42	9.73		18.40	18.99	
Earning Per Share - Diluted	9.38	9.73		18.32	18.99	



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Niche Generics Limited, our United Kingdom subsidiary recorded sales of **GBP 2.66 millions** for the quarter ended Sept 30, 2009 as compared to **GBP 2.85 millions** for the quarter ended Sept 30, 2008 .

Ratios

	Quarter ended Sept 30, 2009	Quarter ended Sept 30, 2008	Previous year ended March 31, 2009	Previous year ended March 31, 2008
Debt / Equity Ratio:	0.04	0.06	0.05	0.05
Net worth (Rs. Mn)	5847.23	4968.73	5199.61	4280.18
Total Debt (Rs. Mn)	218.02	293.2	255.32	233.63
Book Value (Rs./Share)	162.15	137.85	144.21	118.75
Net Sales / Net fixed assets ratio	0.49	0.52	1.84	1.88
Current assets ratios:	1.74	1.56	2.23	2.00
Net Current assets (Rs. Millions)	3273.35	3239.21	2922.41	2290.30
Current Liabilities (Rs. Millions)	1886.52	2082.71	1312.36	1146.88
ROCE %	32.20	36.70	30.20	24.70
RONW %	23.60	29.30	24.00	19.00



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India Formulation Business

Key Highlights

ORG-IMS

Domestic formulations market during MAT August'09 is estimated by ORG-IMS to be Rs.37384crores with a growth of 12.4% over MAT August'08. Unichem Laboratories worth Rs.543crs with a share of 1.45% ranks 26th and has grown at 4.4%.

The division-wise break-up is as follows:

	MAT-August'09		JUNE-AUGUST'09	
	Value (Rs.crs)	% Growth	Value (Rs.crs)	% Growth
TOTAL DOM. MKT.	37384	12.4	10296	14.6
Total Unichem Labs	543	4.4	156	16.7
CV Div.	197	4.3	55	11.7
Pharma Div.	183	6.2	55	20.4
CD Div.	61	11.3	18	24.7
Neu-Foreva Div.	37	3.2	10	18.0
Alexis Div.	32	9.4	10	22.0
Integra Div.	18	(14..6)	5	(3.6)
Unikare Div.	7	79.2	2	76.8
Total Unichem Formulations Business	536	5.7	154	17.8
Others	7	(44.8)	2	(35.2)



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Brand Position

Three Unichem brands feature among the top 100 Indian pharmaceutical brands during MAT August.'09.

1. Ampoxin – Rs.76crs. (Rank 31st)
2. Losar-H – Rs.53crs. (Rank 65th)
3. Losar – Rs.49crs. (Rank 71st)

Prescription audit - CMARC

As per the latest CMARC 4-monthly March-June'09 report, Unichem ranks 24th corporate in terms of overall prescriptions generation.

Unichem is ranked 5th among Psychiatrists.

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.unichemindia.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.

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