



**UNICHEM**  
LABORATORIES LIMITED

## **UNICHEM LABORATORIES LIMITED**

Unichem Bhavan  
Prabhat Estate, Off S.V.Road,  
Jogeshwari (West),  
Mumbai - 400 102.  
Tel. No: +91 (22) 66 888 333  
Fax. No: +91 (22) 267 843 91/ 5198  
CIN: L99999MH1962PLC012451

### **Investor Release**

**Mumbai, Tuesday May 30, 2017**

#### **Unichem Laboratories Limited Q4 FY 17 Standalone (Ind-AS Compliant)**

**Total Income from Operations – Rs. 344 crs**

**EBITDA – Rs. 33.7 crs**

**Net Profit After Tax – Rs. 31.5 crs**

**Total Comprehensive Income After Tax – 30.4 crs**

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

**Total Income from Operations – Rs. 1,414 crs**

**EBITDA – Rs. 162 crs**

**Net Profit After Tax – Rs. 103.9 crs**

**Total Comprehensive Income After Tax – 102.6 crs**

#### **Unichem Laboratories Limited FY 17 Consolidated (Ind-AS Compliant)**

**Total Income from Operations – Rs. 1,536 crs**

**EBITDA – Rs. 179 crs**

**Net Profit After Tax – Rs. 108.7 crs**

**Total Comprehensive Income After Tax – 108.3 crs**



## Key Highlights of Q4 & FY17

- The Board of Directors recommended dividend of 150% for the year ended March 31, 2017 (Rs. 3 per equity share of Rs. 2 Face Value)
- During the quarter 2 ANDAs were filed
- Cumulative filings of ANDAs stood at 39 of which 23 ANDAs are approved
- During the quarter 3 USDMFs were filed
- Cumulative filings of USDMFs stood at 50
- The USA Subsidiary (Unichem Pharmaceuticals USA Inc), continues to show a robust sales growth, by growing ~ 26% for year ended March 31, 2017 as compared to corresponding period of previous year
- The USA Subsidiary (Unichem Pharmaceuticals USA Inc) reported Profit After Tax of **USD 1 Million** for the year ended March 31, 2017, on the back of robust sales growth
- Growth of Domestic portfolio for MAT Mar'17 stood at 14.5% as against 10.3% of IPM(AWACS)
  - Growth of Chronic portfolio for MAT Mar'17 stood at 19.6% as against 12.1% of IPM(AWACS)
  - Growth of Acute portfolio for MAT Mar'17 stood at 7.1% as against 8.6% of IPM(AWACS)
  - NLEM portfolio for MAT Mar'17 showed a growth of 7.7% as against 1.2% of IPM(AWACS)
  - Non NLEM Portfolio for MAT Mar'17 showed a growth of 16.6% as against 12.8% of IPM(AWACS)
- Market share of Losar Group (Therapy- CVS) improves by 4.8% and maintains its #1 rank (AWACS MAT Mar'17)



## Financial Highlights: Quarter 4, FY 2017 (Ind-AS Compliant)

### REVENUE

- The Company's standalone Revenue from Operations stood at Rs. 343.9 crs for the quarter ended March 31, 2017 as against Rs. 304.9 crs recorded during the corresponding quarter of the previous year, reflecting a growth of 13%
- Revenues from Domestic Formulations stood at Rs. 187.4 crs as against Rs. 174.5 crs in the same period last year showing a growth of 7%
- Revenues from International Formulations Business came in at Rs. 118.5 crs as compared to Rs. 100.8 crs in the corresponding quarter of previous year showing a growth of 18%
- Revenues from API business (Excluding captive consumption for formulation business) stood at Rs. 31.4 crs as against Rs. 20.3 crs in the same period of the previous year

### EBITDA

- The Company's EBIDTA for the quarter stood at Rs. 33.7 crs as against Rs. 30.7 crs in same quarter last year reflecting growth of 10%

### PAT

- Net Profit After Tax before Other Comprehensive Income came in at Rs. 31.5 crs as against Rs. 27.64 crs in same quarter of previous year
- Total Comprehensive Income after Tax stood at Rs. 30.4 crs as against Rs. 27.9 crs in same quarter of previous year
- EPS-Diluted for the quarter stood at Rs. 3.34 (*corresponding period of previous year Rs. 3.09*)



## **Financial Highlights: FY 2017 (Ind-AS Compliant)**

### **REVENUE**

- The Company's standalone Revenue from Operations stood at Rs. 1,413.9 crs for the year ended March 31, 2017 as against Rs. 1,236.2 crs recorded during the corresponding period of the previous year, reflecting a growth of 14%
- Revenues from Domestic Formulations stood at Rs. 839.5 crs as against Rs. 754.8 crs in the same period last year showing a growth of 11%
- Revenues from International Formulations Business came in at Rs. 452.4 crs as compared to Rs. 368.1 crs in the corresponding period of previous year showing a growth of 23%
- Revenues from API business (Excluding captive consumption for formulation business) stood at Rs. 102 crs as against Rs. 95.2 crs in the same period of the previous year

### **EBITDA**

- The Company's EBIDTA for the year ending March 31, 2017 stood at Rs. 161.9 crs as against Rs. 142.1 crs in same period last year reflecting growth of 14%

### **PAT**

- Net Profit After Tax before Other Comprehensive Income came in at Rs. 103.9 crs as against Rs. 103.2 crs in same period of previous year
- Total Comprehensive Income after Tax stood at Rs. 102.6 crs as against Rs. 100.5 crs in same period of previous year
- EPS-Diluted for year ended March 31, 2017 stood at Rs. 11.28 (*corresponding period of previous year Rs. 11.06*)
- The Board of Directors recommended dividend of 150% for the year ended March 31, 2017 (Rs. 3 per equity share of Rs. 2 Face Value)



## Standalone Financials (Ind-AS Compliant)

Analysis of Standalone results for Quarter and Year ended 31st March, 2017						
Particulars	STANDALONE FINANCIALS			STANDALONE FINANCIALS		
	Three months ended March 31, 2017	Three months ended March 31, 2016	% Growth	Year Ended March 31, 2017	Year Ended March 31, 2016	% Growth
<b>Sales Income from Operations:</b>						
Domestic Operations						
Formulations	18,735	17,447	7%	83,948	75,483	11%
API	489	296	65%	1,551	2,247	-31%
International Operations						
Formulations	11,852	10,075	18%	45,236	36,806	23%
API	2,651	1,737	53%	8,650	7,272	19%
Other Operating Income	666	938	-29%	2,000	1,806	11%
<b>Total Income</b>	<b>34,393</b>	<b>30,493</b>	<b>13%</b>	<b>141,385</b>	<b>123,615</b>	<b>14%</b>
<b>Expenditure:</b>						
Material Consumption	12,175	10,781	13%	50,351	45,201	11%
<b>% Sales Income</b>	<b>35.4%</b>	<b>35.4%</b>		<b>35.6%</b>	<b>36.6%</b>	
Staff Cost	6,489	5,679	14%	26,790	22,606	19%
Other Expenditure	12,355	10,963	13%	48,049	41,593	16%
<b>EBITDA</b>	<b>3,373</b>	<b>3,070</b>	<b>10%</b>	<b>16,196</b>	<b>14,214</b>	<b>14%</b>
<b>% Total Income</b>	<b>9.8%</b>	<b>10.1%</b>		<b>11.5%</b>	<b>11.5%</b>	
Finance Costs	35	79	-56%	202	230	-12%
Depreciation	1,040	881	18%	4,108	3,499	17%
<b>Total Expenditure</b>	<b>32,094</b>	<b>28,383</b>	<b>13%</b>	<b>129,499</b>	<b>113,129</b>	<b>14%</b>
<b>% Total Income</b>	<b>93.3%</b>	<b>93.1%</b>		<b>91.6%</b>	<b>91.5%</b>	
<b>Operating Income</b>	<b>2,299</b>	<b>2,111</b>	<b>9%</b>	<b>11,886</b>	<b>10,486</b>	<b>13%</b>
<b>% Total Income</b>	<b>6.7%</b>	<b>6.9%</b>		<b>8.4%</b>	<b>8.5%</b>	
Other Income	7	570	-99%	1,274	2,271	-44%
<b>Profit before Tax</b>	<b>2,305</b>	<b>2,680</b>	<b>-14%</b>	<b>13,160</b>	<b>12,756</b>	<b>3%</b>
<b>% Total Income</b>	<b>6.7%</b>	<b>8.8%</b>		<b>9.3%</b>	<b>10.3%</b>	
Income Tax	(841)	(84)		2,773	2,440	
<b>Net Profit After Tax</b>	<b>3,146</b>	<b>2,764</b>	<b>14%</b>	<b>10,387</b>	<b>10,316</b>	<b>1%</b>
<b>% Total Income</b>	<b>9.1%</b>	<b>9.1%</b>		<b>7.3%</b>	<b>8.3%</b>	
Other Comprehensive Income - Net of Tax	(103)	23		(124)	(266)	
<b>Total Comprehensive Income after Tax</b>	<b>3,043</b>	<b>2,787</b>	<b>9%</b>	<b>10,263</b>	<b>10,050</b>	<b>2%</b>
<b>% Total Income</b>	<b>8.8%</b>	<b>9.1%</b>		<b>7.3%</b>	<b>8.1%</b>	
<b>Earning per Share (In Rupees)</b>						
Basic	3.35	3.10	8%	11.29	11.08	2%
Diluted	3.34	3.09	8%	11.28	11.06	2%



**UNICHEM**  
LABORATORIES LIMITED

## Subsidiaries:

**Unichem Pharmaceuticals (USA), Inc.**, the 100% US Subsidiary clocked net sales of **USD 41.4 Million** for the year ended March 31, 2017 (*Corresponding period of the previous year: USD 32.9 Million*) showcasing a healthy growth of ~ 26%. The subsidiary reported **Profit before Tax of USD 1.7 Million**. **Profit after Tax stood at USD 1 Million** for the year ended March 31, 2017. (*Corresponding period of the previous year: Net Profit of USD 1.2 Million*)

**Niche Generics Limited**, the 100% UK Subsidiary recorded net sales of **GBP 10.8 Million** for the year ended March 31, 2017 (*Corresponding period of the previous year: GBP 8.4 Million*) and Net Loss of **GBP 0.28 Million** for year ended March 31, 2017. (*Corresponding period of the previous year: Net Loss of GBP 1.29 Million*).

**Unichem Farmaceutica Do Brasil Ltda**, the 100% Brazilian Subsidiary recorded net sales of **Brazilian Real 2.4 Million** for year ended March 31, 2017 (*Corresponding period of the previous year: Brazilian Real 2.3 Million*) and Net Loss of **Brazilian Real of 2.9 Million** (*Corresponding period of the previous year: Net Loss of Brazilian Real 3.3 Million*) for year ended March 31, 2017.

**Unichem SA (Pty) Limited**, the 100% South African Subsidiary recorded net sales of **South African Rand 13 Million** for year ended March 31, 2017 (*corresponding period of the previous year: South African Rand 4.3 Million*) and the subsidiary reported Net Profit of **South African Rand 0.5 million** for the year ended March 31, 2017. (*Corresponding period of the previous year: Net Loss of South African Rand 0.6 Million*)



## India Formulation Business

### Key Highlights

#### AWACS

Domestic Formulation market for MAT Mar'17 is estimated at ~Rs. 111,134 crs {with bonus units at full value}, reflecting a growth of 10.3%. (AWACS)

Unichem Laboratories Limited's revenue is estimated at ~Rs. 992 crs (AWACS MAT Mar'17) and growing at 14.5% with a market share of approx 1% (in covered market approx 2%).

#### Brand Group Scenario – AWACS

Products	MAT Mar'17 Val (Rs. Crs)	% Growth	% Market Share	Revenue % Contribution
<b>UNICHEM</b>	<b>992</b>	<b>14.5</b>	<b>0.9</b>	<b>100</b>
LOSAR GROUP	202	21.2	38	20
AMPOXIN GROUP	87	4.0	4	9
UNIENZYME	60	0.0	16	6
TELSAR GROUP	58	11.1	3	6
VIZYLAC GROUP	43	24.5	6	4
OLSAR GROUP	37	9.3	5	4
PREGABA GROUP	33	30.3	5	3
TRIKA GROUP	26	-2.5	19	3
SERTA	23	7.4	26	2
ARKAMIN GROUP	22	44.2	100	2



### Unichem Laboratories Brands Against Covered Market – AWACS

MAT Mar 17	Unichem Brand		Covered Market	
Top Brands	Size (Rs.Crs)	% Growth	Size (Rs.Crs)	% Growth
<b>UNICHEM</b>	<b>992</b>	<b>14.5</b>	<b>51,533</b>	<b>9.3</b>
LOSAR GROUP	202	21.2	528	6.1
AMPOXIN GROUP	87	4.0	1,932	4.1
UNIENZYME	60	0.0	380	4.4
TELSAR GROUP	58	11.1	1,952	12.8
VIZYLAC GROUP	43	24.5	731	11.8
OLSAR GROUP	37	9.3	743	12.6
PREGABA GROUP	33	30.3	611	15.4
TRIKA GROUP	26	-2.5	138	-0.3
SERTA	23	7.4	88	14.4
ARKAMIN GROUP	22	44.2	22	44.2





**UNICHEM**  
LABORATORIES LIMITED

### **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](http://www.unichemlabs.com)

### **For more information please contact:**

Ms. Neema Thakore

Ph: +91-22-66888 404

E-mail: [neema.thakore@unichemlabs.com](mailto:neema.thakore@unichemlabs.com)

Mr. Rakesh Parikh/ Mr. Monish Shah

Ph: +91-22-66888 414

Ph: +91-22-66888 509

E-mail: [rparikh@unichemlabs.com](mailto:rparikh@unichemlabs.com)

[monish.shah@unichemlabs.com](mailto:monish.shah@unichemlabs.com)

### **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.*