



UNICHEM
LABORATORIES LTD.

UNICHEM LABORATORIES LIMITED

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Investor Release

Mumbai, 9th day August 2017

Unichem Laboratories Limited Q1 FY 18 Standalone (Ind-AS Compliant)

Total Income from Operations – Rs 314 crs

Net Profit After Tax Rs 1.5 crs

Total Comprehensive Income After Tax Rs 1.5 crs



Key Highlights of Q1FY18

- Cumulative filings of ANDAs stood at 39 of which 24ANDAs are approved
- Cumulative filings of USDMFs stood at 50
- The USA Subsidiary (Unichem Pharmaceuticals USA Inc),continues to show a robust sales growth, by growing over 31%for quarter ended June 30, 2017 as compared to corresponding period of previous year
- The USA Subsidiary (Unichem Pharmaceuticals USA Inc) reported Profit After Tax of **USD 0.12Million** for the quarter ended June 30, 2017, on the back of robust sales growth
- Growth of Domestic portfolio for MAT Jun'17 stood at 12.7% as against 10.1% of IPM(AWACS)
 - Domestic Sales growth was adversely impacted during the quarter consequent to trade de-stocking arising out of transition to new GST regime
 - Growth of Chronic portfolio for MAT Jun'17 stood at 16.3% as against 12% of IPM(AWACS)
 - Growth of Acute portfolio for MAT Jun'17stood at 7.7% as against 9.3% of IPM(AWACS)
 - NLEM portfolioforMATJun'17 showed a growth of 3.9% as against-0.6 % (-ve) of represented market (AWACS)
 - Non NLEM Portfolio for MAT Jun'17 showed a growth of 13.9% as against 11.9% of represented (AWACS)
- Market share of Losar Group (Therapy- CVS) improves by 3.5% (AWACS MAT Jun'17)



Financial Highlights:Quarter 1, FY 2018 (Ind-AS Compliant)

REVENUE

- The Company's standalone Revenue from Operations stood at Rs.314crs for the quarter ended June 30, 2017as against Rs. 341.9crs recorded during the corresponding quarter of the previous year
- Revenues from Domestic Formulations stood at Rs. 171crs as against Rs.221crs in the same period last year
- Revenues from Domestic Formulations and Profits were adversely impacted in anticipation of GST including destocking by trade
- Revenues from International Formulations Business came in at Rs. 118crs as compared to Rs. 97crs in the corresponding quarter of previous year showing a growth of over 21%
- Revenues from API business (Excluding captive consumption for formulation business)stood at Rs. 22crs as against Rs. 21crs in the same period of the previous year

PAT

- Net Profit After Tax before Other Comprehensive Income came in at Rs. 1.5crs as against Rs. 25.7crs in same quarter of previous year
- Total Comprehensive Income after Tax stood at Rs. 1.5crs as against Rs. 25.5crs in same quarter of previous year
- Profits were adversely impacted in anticipation of GST including destocking by trade
- EPS-Diluted for the quarter stood at Rs. 0.16(*corresponding period of previous year Rs. 2.83*)



Standalone Financials (Ind-AS Compliant)

Analysis of Standalone results for Quarter ended 30th June, 2017.						
	STAND ALONE FINANCIALS					
Particulars	Three months ended Jun 30, 2017	Three months ended Jun 30, 2016	% Growth	Year ended Mar 31, 2017	Year ended Mar 31, 2016	% Growth
Sales Income from Operations:						
<i>Domestic Operations</i>						
Formulations	17057.31	22154.21	-23.0%	83948.15	75482.86	11.2%
API	427.94	295.31	44.9%	1551.23	2246.84	-31.0%
<i>International Operations</i>						
Formulations	11790.88	9714.55	21.4%	45235.51	36806.06	22.9%
API	1766.07	1779.66	-0.8%	8649.86	7272.34	18.9%
Other Operating Income	369.91	253.28	46.0%	2000.48	1806.42	10.7%
Contract Manufacturing						
Total Income	31412.12	34197.01	-8.1%	141385.22	123614.52	14.4%
Expenditure:						
Material Consumption	12166.78	12384.40	-1.8%	50350.79	45201.40	11.4%
% Sales Income	38.7%	36.2%		35.6%	36.6%	
Staff Cost	7333.42	6322.93	16.0%	26789.55	22605.83	18.5%
Depreciation	1036.48	975.53	6.2%	4107.94	3499.11	17.4%
Other Expenditure	11934.59	11065.98	7.8%	48048.94	41592.94	15.5%
Finance Costs	66.03	59.61	10.8%	201.87	229.64	-12.1%
Total Expenditure	32537.30	30808.45	5.6%	129499.09	113128.91	14.5%
% Total Income	103.6%	90.1%		91.6%	91.5%	
Operating Income	-1125.18	3388.56	-133.2%	11886.13	10485.60	13.4%
% Total Income	-3.6%	9.9%		8.4%	8.5%	
Other Income	819.95	504.41	62.6%	1273.54	2270.85	-43.9%
OCI/Exceptional Items (Gain/-Loss) - Net of tax	0.00	-22.33	-100.0%	-123.53	-266.43	-53.6%
Profit before Tax	-305.23	3870.64	-107.9%	13036.15	12490.02	4.4%
% Total Income	-1.0%	11.3%		9.2%	10.1%	
Prior period expenses / (income)	0.00	0.00		0.00	0.00	
Income Tax	781.00	1316.00	-40.7%	2772.97	2435.00	13.9%
Excess /(short) provision for tax of earlier year	1235.87	0.00		0.00	5.03	-100.0%
Net Profit	149.64	2554.64	-94.1%	10263.18	10060.05	2.0%
% Total Income	0.5%	7.5%		7.3%	8.1%	

Subsidiaries:

Unichem Pharmaceuticals (USA), Inc., the 100% US Subsidiary clocked net sales of **USD 12.6Million** for the quarter ended June 30, 2017(*Corresponding period of the previous year: USD 9.6Million*) showcasing a healthy growth of over 31%. The subsidiary reported **Profit before Tax of USD 0.21 Million**. **Profit after Tax stood at USD 0.12Million**for the year June 30, 2017.

Niche Generics Limited, the 100% UK Subsidiary recorded net sales of **GBP 2.5Million** for the quarter ended June 30, 2017(*Corresponding period of the previous year: GBP 2.7Million*) and Net Loss of **GBP 0.2Million**for quarter ended June 30, 2017.

Unichem Farmaceutica Do Brasil Ltda, the 100% Brazilian Subsidiary recorded net sales of **Brazilian Real0.8Million** for quarter ended June 30, 2017(*Corresponding period of the previous year: Brazilian Real0.7Million*)and Net Loss of **Brazilian Real of 0.49Million**

Unichem SA (Pty) Limited, the 100% South African Subsidiary recorded net sales of **South African Rand 0.4Million** for quarter ended June 30, 2017(*corresponding period of the previous year: South African Rand 4.7Million*)and the subsidiary reported Net Loss of **South African Rand 0.2 million** for the quarter ended June 30, 2017.



India Formulation Business

Key Highlights

AWACS

Domestic Formulation market for MAT Jun'17 is estimated at ~Rs. 113739crs reflecting a growth of 10.1%. (AWACS MAT Jun'17)

Unichem Laboratories Limited's revenue is estimated at ~Rs. 1002crs (AWACS MAT Jun'17) and growing at 12.7% with a market share of approx 0.9% (in covered market approx 1.9%).

Brand Group Scenario – AWACS

Products	MAT Jun'17 VAL (Rs. Crs)	% Growth	% Market Share	Revenue % Contribution
UNICHEM	1002	12.7	0.9	100
LOSAR GROUP	205	17.7	38	20
AMPOXIN GROUP	87	6.9	4	9
UNIENZYM	60	5.6	15	6
TELSAR GROUP	59	9.4	3	6
VIZYLAC GROUP	41	11.8	6	4
OLSAR GROUP	37	2.2	5	4
PREGABA GROUP	35	27.1	6	4
TRIKA GROUP	27	1.9	19	3
SERTA	23	3.9	26	2
ARKAMIN GROUP	23	41.7	100	2



Unichem Laboratories Brands Against Covered Market – AWACS

MAT Jun 17	Unichem Brand		Covered Market	
Top Brands	Size (Rs.Crs)	% Growth	Size (Rs.Crs)	% Growth
UNICHEM	1002	12.7	52344	8.5
LOSAR GROUP	205	17.7	533	6.9
AMPOXIN GROUP	87	6.9	1937	4.2
UNIENZYME	60	5.6	388	7.2
TELSAR GROUP	59	9.4	2038	14.0
VIZYLAC GROUP	41	11.8	671	4.9
OLSAR GROUP	37	2.2	766	13.1
PREGABA GROUP	35	27.1	629	14.7
TRIKA GROUP	27	1.9	141	3.3
SERTA	23	3.9	88	10.8
ARKAMIN GROUP	23	41.7	23	41.7



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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.