



UNICHEM
LABORATORIES LTD.

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Website : <http://www.unichemlabs.com>
CIN : L99999MH1962PLC012451.

Registered & Corporate Office : Unichem Bhavan, Prabhat Estate, S. V. Road, Jogeshwari (West), Mumbai-400102, INDIA.

20.5.2016

Department of Corporate Services
Bombay Stock Exchange Ltd.
Phiroze Jeejeebhoy Towers
Dalal Street,
Mumbai - 400 001

Mr. Hari K.
Asst .Vice President- Operations
National Stock Exchange of India Ltd
Exchange Plaza, Bandra - Kurla Complex
Bandra (East), Mumbai - 400 051

Ref: BSE Scrip Code: 506690: NSE Symbol - UNICHEMLAB

Please find enclosed herewith the Investor release of the Audited Financial Results for the quarter and year ended March 31, 2016.

Please take the above on record.

For UNICHEM LABORATORIES LIMITED

Neema Thakore
Head - Legal & Company Secretary
Enc: a:a



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CIN: L99999MH1962PLC012451

Investor Release

Mumbai, Friday May 20, 2016

Q4 & FY16 – Financial Performance

Unichem Laboratories Limited Q4 FY 16 Standalone

Income from Operations – Rs. 301.5 crs

EBIDTA – Rs. 31.2 crs

Net Profit After Tax – Rs. 28.2 crs

Unichem Laboratories Limited FY 16 Standalone

Income from Operations – Rs. 1,222 crs, up 12% YoY

EBIDTA – Rs. 142.4 crs, up 40% YoY

Net Profit before Exceptional Items – Rs. 103.4 crs, up 60% YoY

Unichem Laboratories Limited FY 16 Consolidated

Income from Operations – Rs. 1,335 crs, up 11% YoY

EBIDTA – Rs. 163.9 crs, up 62% YoY

Net Profit before Exceptional Items – Rs. 110.8 crs, up 47% YoY



Key Highlights of Q4 & FY16

- Establishment Inspection Report (EIR) received post Re-Inspection of 3 plants – Goa, Ghaziabad and Roha
- Cumulative filings of ANDAs stood at 36 of which 20 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 over 30% for the year ended March 31, 2016 as compared to corresponding period of previous year
- The USA Subsidiary (Unichem Pharmaceuticals USA Inc) reported Profit After Tax of **USD 1.2 Million** for the year ended March 31, 2016, on the back of robust sales growth
- Growth of Domestic portfolio for MAT March'16 stood at 13.7% as against 12.6% of IPM(AWACS)
 - Growth of Acute portfolio for MAT March'16 stood at 14.6% as against 10.3% of IPM(AWACS)
 - Growth of Chronic portfolio for MAT March'16 stood at 11.5% as against 15.9% of IPM(AWACS)
 - Non NLEM Portfolio for MAT March'16 showed a growth of 14.1% as against 12.7% of IPM(AWACS)
 - NLEM portfolio for MAT March'16 showed a growth of 10.6% as against 7.7% of IPM(AWACS)
- Market share of Ampoxin Group (Therapy - Anti Infective) improves by 2.5% (AWACS MAT March'16)
- Market share of Losar Group (Therapy- CVS) improves by 1.3% and maintains its #1 rank (AWACS MAT March'16)



Financial Highlights: Quarter 4, FY 2016

REVENUE

- The Company's standalone Revenue from Operations stood at Rs. 301.5 crs for the quarter ended March 31, 2016 as against Rs. 255.9 crs recorded during the corresponding quarter of the previous year, reflecting a growth of 18%
- Revenues from Domestic Formulations stood at Rs. 171.3 crs as against Rs. 146.2 crs in the same period last year showing a growth of 17%
- Revenues from International Formulations Business came in at Rs. 100.8 crs as compared to Rs. 82.8 crs in the corresponding quarter of previous year showing a growth of 22%
- Revenues from API business (Excluding captive consumption for formulation business) stood at Rs. 20.1 crs as against Rs. 21.5 crs in the same period of the previous year

EBIDTA

- The Company's EBIDTA for the quarter stood at Rs. 31.2 crs as against 14.8 crs in same quarter last year, showcasing robust growth

PAT

- Net Profit After Tax came in at Rs. 28.2 crs as against Rs. 9.8 crs in same quarter of previous year
- EPS-Diluted for the quarter stood at Rs. 3.09 (*corresponding period of previous year Rs. 1.08*)



Financial Highlights: FY 2016

REVENUE

- The Company's standalone Revenue from Operations stood at Rs. 1,222.4 crs for the year ended March 31, 2016 as against Rs. 1,090.9 crs recorded in the same period of previous year reflecting a growth of 12%
- Revenues from Domestic Formulations stood at Rs. 742.9 crs as against Rs. 650.9 crs in the same period last year showing a growth of 14%
- Revenues from International Formulations Business came in at Rs. 368.1 crs as compared to Rs. 312.8 crs in the corresponding period of previous year showing growth of 18%
- Revenues from API business (Excluding captive consumption for formulation business) stood at Rs. 93.4 crs as against Rs. 113.1 crs in the same period of the previous year

EBIDTA

- The Company's EBIDTA for the year ended March 31, 2016 stood at Rs. 142.4 crs as against 101.6 crs in same period last year, showcasing robust growth of 40%

PAT

- Net Profit before Exceptional Item for the year ended March 31, 2016 came in at Rs. 103.4 crs as against Rs. 64.4 crs in same period of previous year
- Net Profit after Exceptional Item for the year ended March 31, 2016 came in at Rs. 100.6 crs as against Rs. 64.4 crs in same period of previous year
- EPS-Diluted before Exceptional Items for the year ended March 31, 2016 stood at Rs. 11.36 (*corresponding period of previous year Rs. 7.08*)
- EPS-Diluted after Exceptional Items for the year ended March 31, 2016 stood at Rs. 11.05 (*corresponding period of previous year Rs. 7.08*)



Dividend

- Interim Dividend of 100% i.e, Rs. 2 per equity share of FV Rs.2 each was paid out for FY 16, treated as final

Standalone Financials

UNICHEM LABORATORIES LIMITED						
Analysis of Standalone results for Quarter and Year ended 31st March, 2016.						
Particulars	STAND ALONE FINANCIALS			STAND ALONE FINANCIALS		
	For three months ended March 31, 2016	For three months ended March 31, 2015	% Growth	Year ended March 31, 2016	Year ended March 31, 2015	% Growth
Sales Income from Operations:						
Domestic Operations						
Formulations	17125.9	14622.2	17%	74292.9	65095.9	14%
API	275.8	474.3	-42%	2063.4	2315.1	-11%
International Operations						
Formulations	10074.9	8281.5	22%	36806.1	31283.3	18%
API	1736.6	1677.6	4%	7272.3	8995.7	-19%
Other Operating Income	938.5	543.4	73%	1806.4	1408.5	28%
Total Income	30151.8	25599.0	18%	122241.1	109098.5	12%
Expenditure:						
Material Consumption	10780.9	9657.8	12%	45201.4	42783.7	6%
% Sales Income	35.8%	37.7%		37.0%	39.2%	
Staff Cost	5628.9	4630.2	22%	22580.3	19138.9	18%
Other Expenditure	10621.1	9829.1	8%	40218.9	37017.6	9%
EBIDTA	3120.9	1482.0	111%	14240.6	10158.3	40%
% Total Income	10.4%	5.8%		11.6%	9.3%	
Finance Costs	78.3	42.2	85%	228.1	237.0	-4%
Depreciation	881.0	798.0	10%	3499.1	3768.3	-7%
Total Expenditure	27990.1	24957.3	12%	111727.8	102945.5	9%
% Total Income	92.8%	97.5%		91.4%	94.4%	
Operating Income	2161.7	641.8		10513.3	6153.0	71%
% Total Income	7.2%	2.5%		8.6%	5.6%	
Other Income	583.0	551.4	6%	2265.5	1996.8	13%
Exceptional Items (Gain/-Loss) - Net of Tax				-278.0		
Profit before Tax	2744.6	1193.1	130%	12500.8	8149.8	53%
% Total Income	9.1%	4.7%		10.2%	7.5%	
Income Tax	-70.0	211.1		2444.0	1710.1	
Net Profit before Exceptional Items	2814.6	982.0	187%	10334.9	6439.7	60%
% Total Income	9.3%	3.8%		8.5%	5.9%	
Net Profit after Exceptional Items	2814.63	982.03	187%	10056.87	6439.73	56%
% Total Income	9.33%	3.84%		8.23%	5.90%	
Earning per Share Before Exceptional Item (In Rupees)						
Basic	3.10	1.08	187%	11.38	7.10	60%
Diluted	3.09	1.08	186%	11.36	7.08	60%
Earning per Share After Exceptional Item (In Rupees)						
Basic	3.10	1.08	187%	11.07	7.10	56%
Diluted	3.09	1.08	186%	11.05	7.08	56%



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Subsidiaries:

Unichem Pharmaceuticals (USA), Inc., the 100% US Subsidiary clocked net sales of **USD 32.9 Million** for the year ended March 31, 2016 (*corresponding period of the previous year: USD 24.9 Million*) showcasing a healthy growth of over 30%. The subsidiary reported **Profit before Tax of USD 2.1 Million**. **Profit after Tax stood at USD 1.2 Million** for year ended March 31, 2016.

Niche Generics Limited, the 100% UK Subsidiary recorded net sales of **GBP 8.4 Million** for year ended March 31, 2016 (*corresponding period of the previous year: GBP 9.3 Million*) and Net Loss for year ended March 31, 2016 stood at **GBP 1.3 Million**.

Unichem Farmaceutica Do Brasil Ltda, the 100% Brazilian Subsidiary recorded net sales of **Brazilian Real 2.3 Million** for year ended March 31, 2016 (*corresponding period of the previous year: Brazilian Real 1.8 Million*) and Net Loss of **Brazilian Real of 3.3 Million** for year ended March 31, 2016.

Unichem SA (Pty) Limited, the 100% South African Subsidiary recorded net sales of **South African Rand 4.3 Million** for year ended March 31, 2016 (*corresponding period of the previous year: South African Rand 1.2 Million*) and Net Loss of **South African Rand of 0.6 Million** for year ended March 31, 2016.



India Formulation Business

Key Highlights

AWACS

Domestic Formulation market for MAT March'16 is estimated at ~Rs. 98,414 crs {with bonus units at full value}, reflecting a growth of 12.6%. (AWACS)

Unichem Laboratories Limited's revenue is estimated at ~Rs. 896 crs (AWACS MAT March'16) and growing at 13.7% with a market share of approx 1% (in covered market approx 2%).

Brand Group Scenario – AWACS

Products	MAT MAR' 16 Val (crs)	% Growth	% Market Share	% Revenue Contribution
UNICHEM	896	13.7	0.9	100.0
LOSAR GROUP	173	9.3	34.8	19.3
AMPOXIN GROUP	79	9.9	34.2	8.8
UNIENZYME	62	11.8	16.3	6.9
TELSAR GROUP	54	12.3	3.1	6.0
OLSAR GROUP	35	13.9	5.3	3.9
VIZYLAC	32	16.9	13.1	3.6
TRIKA GROUP	28	-1.9	20.1	3.1
PREGABA GROUP	25	35.0	5.5	2.8
SERTA	22	12.2	28.8	2.4
METRIDE GROUP	20	6.8	0.8	2.2



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Unichem Laboratories Brands Against Covered Market – AWACS

MAT Mar'16	Unichem Brand		Covered Market	
Top Brands	Size (Rs.Crs)	% Growth	Size (Rs.Crs)	% Growth
UNICHEM	896	13.7	98414	12.6
LOSAR GROUP	173	9.3	497	5.2
AMPOXIN GROUP	79	9.9	232	1.9
UNIENZYME	62	11.8	381	8.3
TELSAR GROUP	54	12.3	1724	25.5
OLSAR GROUP	35	13.9	661	14.7
VIZYLAC	32	16.9	245	15.6
TRIKA GROUP	28	-1.9	139	6.8
PREGABA GROUP	25	35.0	458	23.8
SERTA	22	12.2	76	12.7
METRIDE GROUP	20	6.8	2369	18.8



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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.