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ANNUAL REPORT



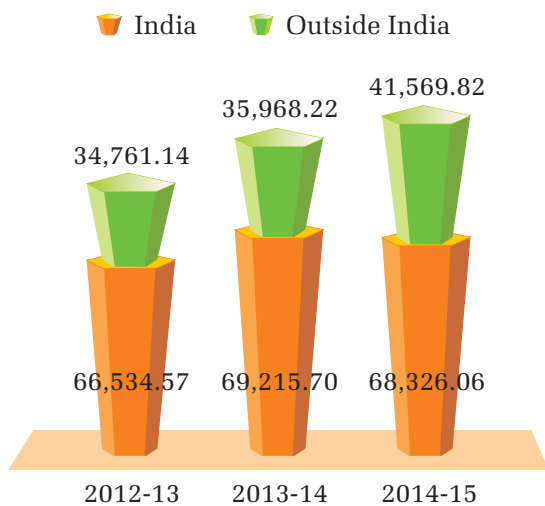
Touching  
**Human Lives**



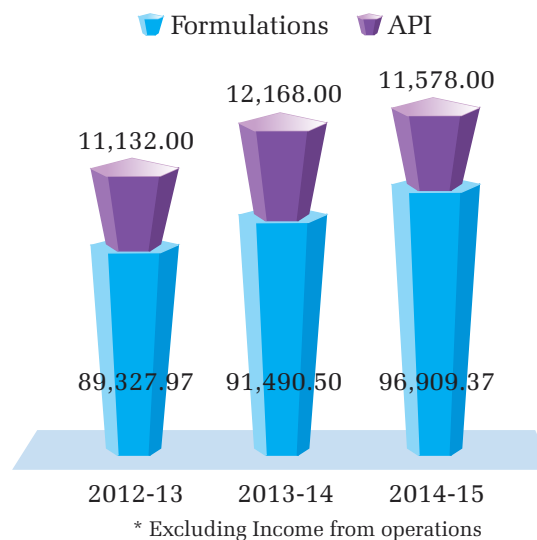
**UNICHEM**  
LABORATORIES LTD.

## Financial Highlights

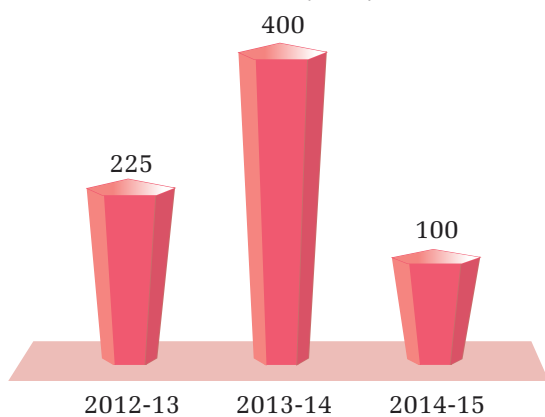
**Sales Mix by Geographical Segment\***  
(₹ in lacs)



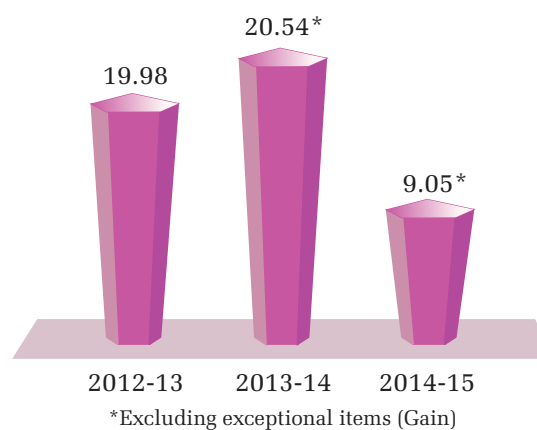
**Sales Revenue Mix\***  
(₹ in lacs)



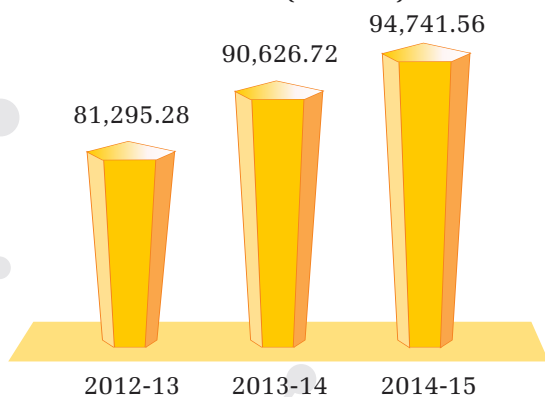
**Dividend (in %)**



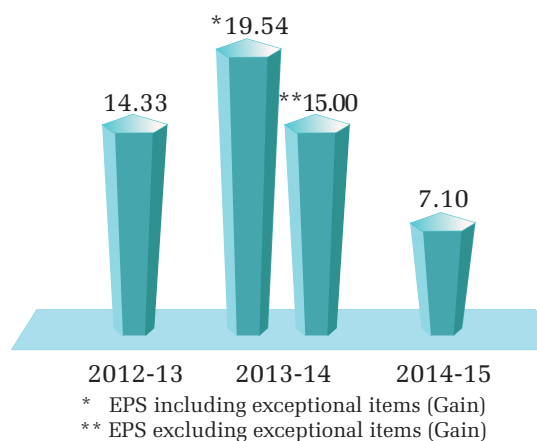
**Return on Capital Employed (in %)**



**Net Worth (₹ in lacs)**



**Earnings per share (Basic) (in ₹)**



## Board of Directors



**Dr. Prakash A. Mody**  
Chairman & Managing Director



**Prafull Anubhai**  
Independent Director



**Ramdas M. Gandhi**  
Independent Director



**Prafull D. Sheth**  
Independent Director



**Anand Mahajan**  
Independent Director



**Dr. (Mrs.) B. Kinnera Murthy**  
Independent Director

## Message from the Chairman



Dear Shareholders,

I take this opportunity to share with you the 52nd Annual Report of your Company.

Being amongst one of the respected pharmaceutical Companies, Unichem focuses on improving the quality of medicines available and to make the medicines available to a large section of society at reasonable prices. In order to achieve this goal we continue to invest in our products and processes, brand building and carving out a special niche for ourselves.

As we had informed you, last year we had realigned our Acute business and this led to the Acute business showing consistent growth. I am glad to share with you that we had taken the similar realignment process to our Chronic divisions—CNS divisions have started showing encouraging results and in the last leg we have undertaken the similar exercise in our Cardiac divisions. Our endeavour remains to keep pace

and outperform the Indian Pharmaceutical Market (IPM) on a consistent basis, thereby creating value for the Company and its stakeholders.

I am happy to share with you that our performance in the key market of US remains robust where we have reported over 100% growth in topline. We continue to invest significant portion of R&D for the regulated markets, especially US. Your Company continues to file DMFs and ANDAs and has many more in its pipeline which will enable us to deliver robust growth in coming years.

Your Company believes in “Quality and Reliability” and these values have been pillars of our success in the International Markets. Unichem has always been on the right side of the stringent regulatory audits and has followed processes recommended by various regulators thereby constantly upgrading by implementing and adopting cGMP.

As you are aware Unichem has 4 manufacturing plants which have various accreditations including the USFDA. I am extremely happy to share with you that 3 plants were recently inspected by the USFDA and there were no critical observations highlighted by them. This will enable business continuity in the US. Additionally, your Company has State-of-the-Art manufacturing and R&D facilities which will

help us make further inroads in highly regulated and challenging, yet profitable markets.

At Unichem, we are determined and energized to use our strengths to make the most of the available opportunities. We have over the years developed a robust business model to adapt to the ever changing generic landscape across geographies.

Envisaging opportunities that are available to us in both domestic and international businesses, we have embarked on an aggressive Capex program covering all areas of businesses like Formulation and API. We have spent ~₹ 80 crores in the Financial Year 2014-2015. The entire sum was funded through our internal accruals and we will be spending higher sums in Financial Year 2015-2016 and Financial Year 2016-2017.

The Financial Year 2014-2015 had its own challenges as the IPM struggled to post growth in double digits in the first half of the year. However, the scenario improved significantly and IPM ended the year with a growth rate of 12.9%. This year we also saw new molecules being brought under price control. We expect more and more molecules and their combinations to come under price control in the near future as the government has made its objective clear by stating that more chronic/lifestyle diseases drugs, antibiotics, etc., may come under the price control net.

Your Company's Consolidated Sales/Income from operations (Net) stood at ₹ 1,202 crores as compared to ₹ 1,133 crores in the previous year. Net Profit after tax, excluding exceptional items (Gain) stood at ₹ 75 crores.

As a continuous effort towards rewarding shareholders, the Board of Directors at its meeting held on May 9, 2015 have recommended a dividend of ₹ 2/- (100%) per equity share of ₹ 2/- each, subject to the approval of the shareholders at the ensuing Annual General Meeting scheduled to be held on July 11, 2015.

At the end, I would like to thank all our stakeholders for their continued trust and support. I would also like to thank our esteemed Board members for their guidance. I am grateful to our Customers, Business Associates, Banks and Medical Fraternity who have reposed their faith in us. I would also like to extend my appreciation to our employees for their commitment and contribution.

We remain excited about our future with a well balanced strategy and determination to make the most of the available opportunities, thereby creating greater value for all our stakeholders.

**Dr. Prakash A. Mody**  
Chairman and Managing Director  
May 9, 2015

## Top Brands



**LOSAR**



**Ampoxin®**



**UNIENZYME®**

## Top Brands



**Telsar®**



**OLSAR®**



**METRIDE®**



**Trika®**



## Top Brands



**Linx**



**UNISTAR**



**Serta®**



**Tolol**



**UVA CEF\***



## Top Brands



**TG-tor**



**Pregaba-M**



**CORVADIL®**



**LeZyncet®**

## State-of-the-Art Manufacturing Plants



**Ghaziabad**



**Roha**



**Goa**



**Goa CoE**



**Baddi**



**Pithampur**



**Sikkim**