



Unichem Laboratories Limited Q2 & H1 FY16 Earnings Conference Call, October 19, 2015

Moderator: Ladies and gentlemen good day and welcome to the Unichem Laboratories Q2 and H1 FY 2016 earnings conference call, hosted by Systematix Share and Stock. As a reminder, all participant lines will be in the listen-only mode and there will be an opportunity for you to ask the questions after the presentation concludes. Should you need assistance during the conference call, please signal an operator by pressing '*' then '0' on your touchtone phone. Please note that this conference is being recorded. I now hand the conference over to Mr. Dinesh Bajaj. Thank you and over to you Sir!

Dinesh Bajaj: Welcome all to the Q2 & H1 FY 2016 conference call for Unichem Labs. From the management, we have Mr. B. S. Dhingra – Chief Executive Domestic Pharma, Mr. Rakesh Parikh – VP Finance and CFO, Ms. Neema Thakore – Head Legal and Company Secretary and Mr. Monish Shah – Manager Investor Relations. I would first request the management to take us through the quarterly numbers, post which we could proceed with the question-and-answer session.

Rakesh Parikh: Thank you Mr. Dinesh Bajaj. Good afternoon to you all. As you would have gone through our investor release and the results which are announced post the Board meeting on Saturday, the Q2 results for standalone Unichem showed a topline of Rs. 305.5 Crores against Rs. 278 Crores in the corresponding quarter second quarter last year giving a growth of about 10%.

This has come on the back of double-digit growth both in domestic formulations as well as the international formulations. As some of you are aware that we had surprise USFDA inspections of our three plants viz., Goa, Ghaziabad and Roha and we are happy to inform that all of their queries and responses have been satisfactorily replied as a result of which these plants have been officially recertified as a US FDA.

On the back of this, I think US FDA has finally started the release of various approvals and we have received approvals for montelukast, Memantine - gNamenda and plain losartan hydrochlorothiazide.



As a result, US subsidiary which has been showing a growth over the last few quarters of almost about 40% to 50% has got enough scope of continuing the momentum with these new products getting added. With this I will hand over to Mr. Dhingra for sharing his views on the India formulations business, which has clocked double digit growth. Over to you Mr. Dhingra.

B. S. Dhingra:

Thank you, very much Mr. Parikh and good evening to everybody. Like as Mr. Parikh has briefed after many quarters domestic formulations has clocked double digit growth.

As we have been discussing in the last several earnings conference calls that the restructuring of domestic business has started paying off, be it in chronic business or Acute. As you know that we have done a lot of things for our legendary brands and that is showing a very good kick off from what we were.

If you see the losar, which is our major brand or Trika or even TG-Tor have started showing a positive traction and we are confident that in the coming quarters we will be able to scale them in a much better way.

Similarly we have taken initiatives on other legendary brands like Ampoxin where we have introduced Ampoxin CV and that has also started doing very well. We have also introduced Vizylac Rich that is also paying dividends as we are riding on equity of Vizylac. We are also working on a different strategy for Unienzyme. I am sure in coming quarters, we will also be able to do much better on Unienzyme, even though the product is showing positive traction but I believe that product has lot of potential at a market place, and doing something on Unienzyme can help us to create a very robust topline as well as bottomline.

We can proceed to Q&A session. Thank you very much.

Moderator:

Thank you very much. We will now begin the question and answer session. The first question is from the line of Rashmi Sancheti from KR Choksey. Please go ahead.

Rashmi Sancheti:

How many new launches you have done in the domestic market this quarter?

B. S. Dhingra:

We have not done a very huge number launches, in antidepressant market we have introduced Vilazodone a new molecule which has come in. Apart from this we have not done any new launches.

Rashmi Sancheti:

Any price hikes which you have taken on NLEM and non NLEM portfolio during the first quarter if you can explain related to that?

B. S. Dhingra:

For the NLEM basket we have taken the maximum allowed price increase calculated based on WPI which is around 3.9%.



- Rashmi Sancheti:** And non-NLEM?
- B. S. Dhingra:** Non-NELM, our price hike cycle is from October so whatsoever price hikes will come it will reflect into H2 price hikes for non-NLEM product because NLEM product price hikes starts from April therefore we have taken a price hike as per the WPI of approximately 3.9%.
- Rashmi Sancheti:** Mr. Parikh just one question related on numbers, this time on sales it has done well but the margins are like sequentially it has dropped so what is the outlook on the overall margins and what do you see in the second half and why it was so less during this quarter?
- Rakesh Parikh:** This is you are comparing with Q1?
- Rashmi Sancheti:** Yes, I am comparing with Q1 sequential drop.
- Rakesh Parikh:** Sequential drop is primarily due to product mix, if you see the expenses are more or less are in line with the first quarter.
- Rashmi Sancheti:** So what was the major reason in this quarter that it was just 11% and it is not even in line with what you have given in first quarter and what is the outlook overall for this year?
- Rakesh Parikh:** These are things which have driven the margins down in the second quarter is the product mix, as we discussed earlier.
- Rashmi Sancheti:** Okay, so due to which the gross margins have dropped?
- Rakesh Parikh:** The proportion of India formulation to the total has been lower and higher sales which has come in the international formulation and the API domestic which are basically low gross margin businesses; this is the reason why this gross margin have come lower compared to the first quarter.
- Rashmi Sancheti:** Okay. So what is the outlook for the overall FY 2016 as a whole, what do you guide, I mean will it be in similar lines of 12% to 13% or it will be slightly better in second half?
- Rakesh Parikh:** As far as the operating margin level is concerned we are expecting and we are working towards a significant improvement. Because of the base effect too you cannot compare with the last term, but how far we are able to do better would depend on the product mix.
- Rashmi Sancheti:** How much was the CRAMS contribution in the export business this quarter?
- Rakesh Parikh:** On Standalone sales it is slightly more than 10%.
- Rashmi Sancheti:** That is it from my side. Thank you.



- Moderator:** Thank you. The next question is from the line of Aishwarya Deepak from Reliance Mutual Fund. Please go ahead.
- Aishwarya Deepak:** In this quarter we have registered almost 10% kind of growth but in the previous year same quarter whether the base has any kind of NLEM impact or any impact because of change in the distribution system where we have booked some sales return?
- Rakesh Parikh:** In the current quarter?
- Aishwarya Deepak:** The previous year same quarter, so I just want to look the previous year base and see from that base adjusted base how we have done in this quarter?
- Rakesh Parikh:** Last year in the second quarter, the NLEM price increase was more than 6% or so whereas this time as Mr. Dhingra mentioned it was about slightly less than 3.9%, to that extent definitely the increase has been lower and as far as the distribution impact is concerned there was nothing in this quarter.
- Aishwarya Deepak:** Last year same quarter what kind of impact we have because of distributional stress Sir?
- B. S. Dhingra:** It is very difficult to comment as of now but it was not much.
- Aishwarya Deepak:** Because I remember Sir, last year we have the impact of Rs.29 Crores on revenue which is 19 Crores on account of sales return and Rs. 10 Crores on account of NLEM?
- B. S. Dhingra:** NLEM impact was there because if you remember it was around second quarter when we took a price hike of around 6% as Mr. Parikh told you, and in this year we have taken price hike of 3.9% approximately and as per the WPI. So the impact of base effect which you are talking about is not there in terms growth this year.
- Aishwarya Deepak:** No, Sir, I mean last year we have booked sales returns of some Rs. 19 Crores right?
- Rakesh Parikh:** It is for the full year and some extent came in the Q3 or so though the impact did start in the second quarter.
- Aishwarya Deepak:** Yes, precisely so in the last year in Q2, we have some impact of sales return so the base is low and even on low base what numbers we have registered is where we are right now, so I mean on a relative basis if you see if we adjust the base the growth is not 10%?
- B. S. Dhingra:** No, if you look into the Q1 growth is around 7.91% and if you look into Q2 growth it is 13.15% so when you look into H1 per se it is 10% plus, definitely better buoyancy compared to Q1. The Q2 incremental Y-o-Y in terms of revenue which you talk of it is around Rs. 22 Crores for Q1 itself only Rs. 14.25 Crores.



Aishwarya Deepak: So I mean to say Sir, in the previous year first half we have some adjustment because of sales return?

B. S. Dhingra: That was a part into Q2 and that number exactly is not in front of me but as you rightly said that Rs. 19 Crores was into the whole financial year and major impact probably was in Q3. I can request Monish can come back to you incase you want to have exact numbers.

Aishwarya Deepak: Yes, because that will really helps us to gauge the performance in a better manner. Next Sir, coming to the labour cost, the labour cost is going up in tandem with the topline growth and whereas other expenses are not so, so if you can help me with this other expense and the labour cost how we should foresee it?

Rakesh Parikh: Which period you are comparing?

Aishwarya Deepak: Year-on-year

Rakesh Parikh: Year-on-year as we have been explaining we explained during the first quarter also there has been an increase in people, if you go few quarters back it was in the marketing the India business where we had increased the number of people. Subsequent to that there was expansion undertaken in some of our plants and R&D where manpower has been added. So if you compare with the second quarter, there is no basic increase in the manpower vis-à-vis the first quarter in marketing but it is more in the plant and R&D side.

Aishwarya Deepak: So if you see Sir, in the previous year second quarter we have Rs. 46 Crores of staff cost and this year same quarter we have Rs. 55 Crores so there is roughly 20% increase in the staff cost, whereas the topline growth if I see it is Rs. 305 Crores vis-à-vis Rs. 278 Crores so it is 10% kind of growth in the topline, so idea is whatever benefits is expected to come up of topline growth is being captured by these higher expenses, so that is why I mean the growth in the EBITDA is just 3% on year-on-year so what has happened is okay because of more labour cost, but what is more important to know how we should see these things going forward probably in next two quarters?

Rakesh Parikh: As we have said, if you compare with the first quarter the cost has not increased. It is basically the same and as far as marketing is concerned, Mr. Dhingra has also mentioned that there are no plans in the next two quarters to add any people. Whereas the plants are concerned once our Goa expansion gets completed, the work for new API plant gets commissioned and the ongoing expansion at the existing plants gets ready by fourth quarter or so, then there is chance that some people may get added in the next year and in the next quarter it will come. But the value cost of those is not as high and the number of people added would be much lower. Similarly in R&D also there is no immediate plan in the next two quarters to significantly increase any scientists or so.



- Aishwarya Deepak:** Next Sir, in US we have got the approval for Memantine hydrochlorothiazide and we have received one or two more approvals, so when we are launching the product and what kind of revenue and margins should we expect from them?
- Rakesh Parikh:** These have very recently come and they are being worked out and may be we can talk offline about the details after we check out with the US subsidiary.
- Aishwarya Deepak:** I appreciate Sir. Thank you very much.
- Moderator:** Thank you. The next question is from the line of Ashish Rathi from Kotak Infina. Please go ahead.
- Ashish Rathi:** Thanks Sir for the opportunity. Congratulations on good numbers for domestic business. Sir, I just wanted to understand can you see this 13% now as a base for growth and should we expect improvement on this numbers going ahead in terms of growth?
- B. S. Dhingra:** Yes, definitely. As we have built our business and structure, now that the chronic business, and our legendary brands have started picking up in terms of secondary growth and we have also done manpower rationalization so if you look at our incremental productivity per person is higher than the growth what is shown in absolute number, so going forward in Q3 FY16 and Q4 FY16 I am expecting to grow better in good double-digit numbers.
- Ashish Rathi:** No, I am most come as longer term perspective Sir, I mean once we have big numbers in the base for FY 2016 can we still expect these kind of growth numbers for FY 2017 and 2018 onwards because I mean we have an advantage of a low base in FY 2016 this year?
- B. S. Dhingra:** You are right, your question is very appropriate because we are now focusing on our chronic business and as I have told you already we have developed four verticals focusing on our cardiovascular business we have two verticals focusing on our CNS business which also showing a very good trajectory. Then we have also put one vertical into Derma, so these seven verticals are working for a long-term business perspective. The development of these seven verticals is helping us not only to get the short-term business but also to sustain business and grow trajectory for coming quarters and coming years.
- Ashish Rathi:** Secondly on the consolidated margins, just wanted to understand you said product mix as the main ingredient, just wanted to understand we do not report consolidated number obviously so will the transfer pricing be a big factor in the lower gross margins and should we expect like a significant difference coming in consolidated numbers at the year end from improved business in the international formulations now which is not reflecting in the standalone is that a good understanding or fair assumption?



- Rakesh Parikh:** What you have understood is correct, but as I mentioned earlier API domestic is not going to affect the consolidated numbers and similarly our contractual business will not be growing significantly. The only thing is where we sell through a US subsidiary our margins in standalone will be lower because a part of the margin is captured there because we will be marketing and distributing. So we are more or less similar may be slightly lower if we that would be consolidated compared to this margin like it was there last year.
- Ashish Rathi:** Lastly on the US inspection front, are we done for all the facilities where we cater to US, in the near term, we done with US both API and formulation or in some plant due for inspection based on your understanding in the next 12 months?
- Rakesh Parikh:** What happened is based on the past track record and all of the four plants which we have the USFDA approval one has not been re-inspected. But having said that we are reasonably confident that even if the inspection happens we can resolve queries if any to their satisfaction.
- Ashish Rathi:** Sir which plant is that? Is that for API or formulation?
- Rakesh Parikh:** This is for API.
- Ashish Rathi:** Thank you Sir. All the best.
- Moderator:** Thank you. The next question is from the line of Charulata Gaidhani from Dalal & Brocha. Please go ahead.
- Charulata Gaidhani:** I wanted to know of the domestic growth of 13.9% how much is the volume growth and how much is price?
- B. S. Dhingra:** The volume growth is around 5% and around 2.8% is coming from the new products and balance is coming from the price.
- Charulata Gaidhani:** Why is there an increase in the raw material cost?
- Rakesh Parikh:** Are you talking off the entire material consumption?
- Charulata Gaidhani:** Yes.
- Rakesh Parikh:** As I explained earlier this is primarily because of the product mix in API domestic. The material cost is much higher compared to branded India formulation business, whilst in contractual business and all the other expenses are lower but the material cost is much higher. So the material consumption is looking higher primarily because of the product mix.
- Charulata Gaidhani:** Okay. My next question is between domestic and exports, what is the delta of the margins?



- Rakesh Parikh:** Can you slightly elaborate?
- Charulata Gaidhani:** How much are the domestic margins and how much are your export margins?
- Rakesh Parikh:** We do not share the business wise margin details.
- Charulata Gaidhani:** Okay and in the years to come we will see the export margins going up?
- Rakesh Parikh:** Yes, definitely, because what is happening is as far as the gross margins are concerned it will definitely improve and the delta can significantly boost up the overall margin and that is what we are working towards.
- Charulata Gaidhani:** Yes, so how long do you think it will take?
- Rakesh Parikh:** Let us say either the plant cost or the manpower or the R&D cost increases in line. For example, you take a classic example of our US subsidiary, which last year onwards with the increase in sales at the subsidiary level it started making profits and in the first six months also if you compare to last six months the profit before tax has almost doubled so that is a kind of a delta which can come from these kind of markets and that is what we are working on. Basically these are nothing but investments, similarly in the India business also what Mr. Dhingra mentioned during last few calls if you see the manpower has been added and the immediate cost starts, the cost has immediately hit us, somebody had asked about the payroll earlier, also what happens is that once the productivity starts contributing towards the company the fixed cost does not increase in line with that, which starts increasing in margin. So yes the delta is coming and that is what we are looking for and we are working hard towards achieving those incremental in margins quarter after quarter.
- Charulata Gaidhani:** Okay, so do you think you will reach that level in a year or two?
- Rakesh Parikh:** It depends in what level we are talking of, obviously we would like to reach as early as possible.
- Charulata Gaidhani:** I also wanted you to throw some light in terms of the USFDA's supplies, but as somebody asked you earlier you said you will take it offline?
- Rakesh Parikh:** Yes we can discuss it offline.
- Charulata Gaidhani:** Relating to the latest approval for losartan.
- Rakesh Parikh:** That we can talk offline. You are welcome to talk to Monish or me.
- Charulata Gaidhani:** Thank you.



- Moderator:** Thank you. The next question is from the line of Ranvir Singh from Systematix. Please go ahead.
- Ranvir Singh:** In domestic market NLEM growth has been 3.9% but our AWACS data is showing higher growth so should be assume that the remaining growth came from volume side only?
- B. S. Dhingra:** Ranvir you are right that the 3.9% is the WPI price increase, which has been recommended by government so 3.9% on NLEM is the value growth balance growth is the volume growth.
- Ranvir Singh:** Similarly in non-NLEM segment we said that from October onwards we can see some price hikes so just I wanted to understand on average basis how much hike we can expect or which segment actually will see the scope to increase the price?
- B. S. Dhingra:** Actually the working is on because that cycle starts from October. The price hike for some product will start rolling out in October, some in November and some in December, on an average we look for a blended price hike of around 5% to 6.5% or 7%.
- Ranvir Singh:** Can you give me a breakup of API revenue between domestic and export?
- Rakesh Parikh:** That was roughly about Rs. 7.8 Crores for the quarter and exports was roughly about Rs. 17 Crores.
- Ranvir Singh:** So what was the reason for such a dip in API exports? This has been a captive consumption only or some other reasons?
- Rakesh Parikh:** As explained earlier also the focus is more towards formulations which add more value, especially in the US business which is what we have seen in this quarter, as a result of which what is happening is more and more API is being diverted for that business.
- Ranvir Singh:** No my sense is that was we are using more API consumption and so our export topline has been weaker growth has been weaker so ideally at least this should have been reflected in margin so I do not see any margin expanding there?
- Rakesh Parikh:** See what is happening is that the benefit of that, number one it will not reflect in the gross margin because when we are selling to our US subsidiary the marketing and distribution arm, because of transfer pricing obviously the gross margin on a consolidated basis is split.
- Ranvir Singh:** In press release is saying that three tentative approvals are pending. Is it three or two?
- Rakesh Parikh:** The quarter end that is September 30, 3 are pending.



- Ranvir Singh:** So one has already come so now two tentative approvals are pending. For US subsidiary I see their profit even in US and other in niche also the profit has been Y-o-Y down. We are expecting some, because in US market also the sales has been growing but profits its Y-o-Y lower so when can we expect actually this going up?
- Rakesh Parikh:** For the six months it has almost doubled to \$0.68 million against \$0.38 million Y-O-Y. What has happened is last year as I told you as per the accounting standards both based on international US as well as in India, the deferred tax was an accounting entry was passed which increased profit after tax and we have to write off over the future. Hence, it is a non-cash charge whereby the profit after tax is not showing that increase. The profits and the cash flow reflect in the profit before tax, in fact which has showing a 100% increase in the first six months.
- Ranvir Singh:** So as an operating front we are doing better what is you are saying?
- Rakesh Parikh:** Yes on the operating front definitely the subsidiary is doing much better and we are able to recover part of R&D cost and our endeavor is to see that we recover fully the R&D cost also which we are incurring for the future.
- Ranvir Singh:** Is there any plans to launch additional products there in Brazil?
- Rakesh Parikh:** Unfortunately we have not got any approvals therefore we haven't been able to launch any new product in Brazil.
- Ranvir Singh:** Niche also we have not introduced any new product?
- Rakesh Parikh:** One product has been launched in the second quarter.
- Ranvir Singh:** That is it from my side. Thank you.
- Moderator:** Thank you. The next question is from the line of Bhagwan Chaudhary from Sunidhi Securities. Please go ahead.
- Bhagwan Chaudhary:** Good evening. Thanks for taking my question. Mr. Dhingra, I had two questions particularly to you. One is what has been the attrition rate right now and how do you compare it when you look back the one and a half years back history of Unichem? How it has been changed? The second question is as you said that in your earlier remarks that you are doing a lot many things into the domestic market so again the question is how different and what different we are doing right now in the last six months? What you were not doing the one and a half years back?
- B. S. Dhingra:** First on account of attrition, as you know last year we have commented that attrition was the big issue and we were much higher than the industry level. We were at around 48%, but



looking at first six months our attrition levels has come down to the industry level of around 30%. That is part one of your question.

The second part as if you see the last year we have expanded our business and created a structure which can enable domestic business to kick off in the therapeutic market where we are operating. As I have been explaining that in Unichem around 47% portfolio is of legendary products, our challenge was to structure the portfolio in a manner where we can put adequate thrust into that portfolio to gain momentum.

Having explained this if you look at 47% of our portfolio is only 4% portfolio of IPM, if I do not do anything on 47% of the portfolio the industry is not bothered to do anything on that 4%. Therefore what we did is that we have created a new structure like Losar, Trika, TG-Tor, we have put it into one vertical with ~300 people who are driving this very emphatically in the market place and that has resulted in a volume growth and overall a very positive trajectory within organization. Similarly the other verticals have also started working better and if you see the CNS business where we have created two verticals are paying dividends, you look at Derma and infertility vertical are paying dividends, and the benefit of these verticals is that now we are in a better position to launch new products and enter into those therapeutic markets, which was not our terrain earlier.

For example, we have entered into antidepressant molecule along with Sun, Intas, Torrent and other good companies called as Vilazodone, so we were among four five companies to launch that molecule and create our presence in the market place. Similarly now, the gliptin markets DPP-4 markets are very buoyant, we are now launching Tenziglipitin in two verticals, with two different brand names. As you know the diabetic market is growing very fast but we are not having a big pie in that market. Keeping that in mind we thought that why not to introduce DPP-4s, the gliptins, which are really showing good growth. So that gives us a scope to leverage to enter into those therapeutic segments which can really help us to grow better than the market.

Bhagwan Chaudhry: Sir if I can add to the same, this 47% portfolio what you mentioned what you expect the kind of growth on this portfolio and how much of your total workforce is devoted to this portfolio and the same to the other remaining 53%?

B. S. Dhingra: You are asking about the Tenziglipitin and the new molecules?

Bhagwan Chaudhary: No I am asking that you said that in your portfolio the certain products of yours like losar, Trika and others which are not important to the industry but those are those contribute almost 47% of your portfolio?

B. S. Dhingra: In one portfolio I have Losar, Trika and TG-Tor where there are 300 people working in other vertical where I have Ampoxin, Unienzyme and Vizylac where ~456 people working,



so almost around 750 people are being dedicated on the 47% of the portfolio which is a legendary portfolio with Unichem.

Bhagwan Chaudhary: Got it and what kind of growth you expect from this portfolio considering the efforts you are taking?

B. S. Dhingra: The efforts whatsoever we have taken you can see in AWACS data also the numbers of Losar are self explanatory. Similarly Trika and TG-Tor growth in coming quarters will be much better than what we have posted in H1. When it comes to the other 400 people who are working into Unienzyme, Ampoxin and Vizylac there we have taken a strategy to convert our brand equity by launching the brand extension. As I told you in my opening remarks that we have introduced Vizylac rich, which so that we can write down Vizylac equity and great value and volume for the organization, similarly we have launched Ampoxin CV riding on Ampoxin equity to create more value and volume for the organization and we are also looking at in what manner in what way we can improve the volume and values of Unienzyme, so that is the strategy with which we have started our work in last four to six quarters and it is becoming more stable and there is a good volume and volume trajectory that is visible to us

Bhagwan Chaudhary: Sir how many people you have in this remaining 53% portfolio?

B. S. Dhingra: Total strength is ~2700 so approximately 1900 people are working on the remaining portfolio.

Bhagwan Chaudhary: Okay and this 53% portfolio you have said that it is like any other company's completely new products and all that?

B. S. Dhingra: I look at 53% portfolio where industry is growing at around 14% so out of this 53% may be around 10%-12% portfolio is growing at 25%-30%, balance may be growing at around 14% around 30% portfolio is growing at 14% but balance 60% is listed in single digit. So we are working to see that overall portfolio, this 43% will start growing better than the industry which at 14% then Unichem will be in a very robust growth trajectory.

Bhagwan Chaudhary: After this many restrictions on the marketing side, promotions of the doctors, some incentive etc., how do you find Unichem to promote itself?

B. S. Dhingra: When I came in Unichem that is the time when UCPMP guidelines came, Unichem being very ethical Company, we have been working hard to see that how we stick to UCPMP guidelines. So the growth that we see does not come from doctor incentivization, it comes through ethical working, ethical promotions, adhering to MCI and UCPMP guidelines.

Bhagwan Chaudhary: Thank you and wish you all the best.



Moderator: Ladies and gentlemen, as there were no further questions, I would now like to hand the floor over to Mr. Dinesh Bajaj for closing comments.

Dinesh Bajaj: On behalf of Systematix, I would like to thank the management of Unichem for their valuable time. A big thank you to all the participants as well. Thank you so much.

Moderator: Thank you very much. Ladies and gentlemen, on behalf of Systematix Shares and Stock Brokers that concludes this conference call. Thank you all for joining. You can now disconnect the lines.