Sun Pharmaceutical Industries (SUNPHA)



CMP: ₹ 1680 Target: ₹ 1965(17%)

Target Period: 12 months

В

November 6, 2025

Momentum from margin accretive themes continue...

About the stock: Sun is the world's fourth largest generics/specialty pharma company with 43 manufacturing sites at its disposal addressing segments like specialty products, branded generics, complex generics, pure generics and APIs.

- Sun is ranked No. 1 in domestic formulations. It enjoys a leadership position in 12 specialties based on prescription.
- Revenue break-up Q2FY26: US formulations~30%, Indian branded~33%, Emerging markets ~20%, RoW~14%, API & Others ~3%
- The company is consciously ramping up its global specialty portfolio (Innovative products) which now accounts for ~20% of sales (spread across geographies but mainly the US)

Investment Rationale:

- Q2FY26- Decent numbers despite flat US growth Revenues grew ~9% YoY to ₹ 14478.3 crore driven mainly by growth in India, global specialty portfolio (now named as Innovative products), RoW and Emerging Markets. India growth was strong at 11% to ₹ 4735 crore. The US remained flat YoY with a revenue of ₹ 4329 crore due to weakness in generics which was made good by Innovative traction to some extent. RoW markets reported growth of ~23% to ₹ 2041 crore, mainly due to growth in both generics and specialty. Emerging markets grew ~16% to ₹ 2837 crore, driven by generics and specialty besides currency benefits. Innovative sales came in at US\$ 333 million, a growth of ~20%. EBITDA stood at ₹ 4097 crore, up ~7% YoY, with resulting EBITDA margins of 28.3%, GPM dipped by ~33 bps to 79.4%. Net profit came in at ~₹2687 crore, down ~8% YoY, while including for Forex gains Net profit is ~3118 crore up ~2% YoY.
- Domestic Formulations, Global Specialty to remain money-spinners-Sun Pharma's performance continued to thrive on remunerative businesses of Innovative products (mainly US and other markets) and domestic formulations. Overall better product mix with higher domestic sales and specialty business aided margin firmness despite muted US generics. The India business continued to deliver volume-driven growth. On the exports front, the company remains strategically focused on specialty business which is evident from a significant increase in R&D allocation towards Innovative products. It has earmarked ~US\$ 100 million towards R&D and commercialisation of specialty products. We continue to monitor progress on the Innovative front and the domestic formulations which are the main levers for margin expansion. We also keep tab on the strategic initiatives on the M&A front which the management may explore as the company sits on a cash pile of ~US\$ 3 billion.

Rating and Target price

We maintain BUY with a target price of ₹ 1965 based on 38x FY27E EPS
of ₹51.7. Premium valuation is justified on account of strong FCF
generation driven by focus on margin accretive businesses.



Particulars	
Particular	Amount
Market Capitalisation	₹ 403032 Crore
Debt (FY25)	₹ 2360 Crore
Cash & Equivalents (FY25)	₹ 10269 Crore
EV	₹ 395123 Crore
52 week H/L (₹)	1910/154
Equity capital	₹ 240 Crore
Face value	₹1
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Shareh	olding	pattern		
(in %)	Dec-24	Mar-25	Jun-25	Sep-25
Promoter	54.5	54.5	54.5	54.5
FIIs	18.0	18.0	17.3	16.6
DIIs	18.4	18.6	19.4	20.1
Others	9.1	9.0	8.9	8.8



Key risks

- (i) Slower ramp-up in the Innovative launches due to longer than expected gestation period
- (ii) Delay in generic ramp-up due to pending Halol and Dadra USFDA embargo

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Key Financial Sur	nmary						
Key Financials (₹ Crore)	FY23	FY24	FY25	2 year CAGR (FY23-25)	FY26E	FY27E	2 year CAGR (FY25-27E)
Net Sales	43885.5	48496.9	52578.4	9.5	56407.2	62638.4	9.1
EBITDA	11673.8	12987.0	15086.2	13.7	16311.7	18165.1	9.7
EBITDA Margins (%)	26.6	26.8	28.7		28.9	29.0	
Adj. Profit	8655.2	9994.4	11443.2	15.0	11512.2	12413.3	4.2
Adj. EPS (₹)	36.1	41.7	47.7		48.0	51.7	
PE (x)	47.4	42.2	37.5		39.3	32.5	
EV to EBITDA (x)	33.9	29.9	25.3		23.5	20.7	
RoE (%)	15.5	15.7	15.8		14.8	14.3	
RoCE (%)	15.3	17.5	20.2		18.8	19.0	

Source: Company, ICICI Direct Research



Exhibit 1: Quarterly Summary

(₹ Crore)	Q2FY23	Q3FY23	Q4FY23	Q1FY24	Q2FY24	Q3FY24	Q4FY24	Q1FY25	Q2FY25	Q3FY25	Q4FY25	Q1FY26	Q2FY26	YoY (%)	QoQ (%)
Total Operating Income	10952.3	11240.8	10930.7	11940.8	12192.4	12380.7	11982.9	12652.8	13291.4	13675.5	12958.8	13851.4	14478.3	8.9	4.5
Raw Material Expenses	2708.1	2803.7	2250.2	2758.2	2787.1	2736.9	2380.4	2675.4	2694.2	2740.5	2637.2	2814.8	2982.7	10.7	6.0
Gross Profit Margin (%)	75.3	75.1	79.4	76.9	77.1	77.9	80.1	78.9	79.7	80.0	79.6	79.7	79.4	-33 bps	-28 bps
Employee Expenses	2004.6	2037.1	2179.6	2402.0	2364.4	2363.3	2299.3	2454.6	2477.7	2552.3	2488.5	2801.7	2764.8	11.6	-1.3
% of Revenue	18.3	18.1	19.9	20.1	19.4	19.1	19.2	19.4	18.6	18.7	19.2	20.2	19.1	45 bps	-113 bps
Other Expenditure	3283.1	3396.5	3671.6	3450.9	3827.5	3928.2	4211.6	3864.6	4308.6	4190.3	4408.3	4162.4	4634.2	7.6	11.3
% of Revenue	30.0	30.2	33.6	28.9	31.4	31.7	35.1	30.5	32.4	30.6	34.0	30.1	32.0	-41 bps	196 bps
Total Expenditure	7995.7	8237.3	8101.4	8611.1	8978.9	9028.4	8891.4	8994.7	9480.5	9483.1	9534.0	9778.8	10381.7	9.5	6.2
% of Revenue	73.0	73.3	74.1	72.1	73.6	72.9	74.2	71.1	71.3	69.3	73.6	70.6	71.7	38 bps	111 bps
EBITDA	2956.6	3003.6	2829.3	3329.7	3213.5	3352.3	3091.5	3658.1	3810.9	4192.4	3424.9	4072.6	4096.6	7.5	0.6
EBITDA Margin (%)	27.0	26.7	25.9	27.9	26.4	27.1	25.8	28.9	28.7	30.7	26.4	29.4	28.3	-38 bps	-111 bps
Depreciation	610.0	660.0	671.5	651.3	632.8	622.1	650.4	655.1	625.9	630.6	663.8	700.6	729.5	16.6	4.1
Other Income	85.2	173.9	373.2	204.4	293.6	250.2	605.9	532.6	354.0	465.6	612.9	464.5	469.9	32.7	1.2
PBIT	2431.8	2517.5	2531.0	2882.9	2874.3	2980.3	3047.1	3535.5	3539.0	4027.4	3373.9	3836.5	3837.0	8.4	0.0
Interest	19.4	46.2	92.7	80.9	49.3	34.7	73.6	61.5	69.2	51.5	49.1	74.8	99.9	44.4	33.5
Less: Exceptional Items	0.0	0.0	171.4	322.9	0.0	69.8	101.6	0.0	0.0	316.2	361.7	818.0	0.0		
PBT	2412.4	2471.3	2266.9	2479.1	2825.0	2875.8	2871.9	3474.0	3469.8	3659.8	2963.1	2943.7	3737.1	7.7	27.0
Total Tax	152.3	283.4	222.9	468.1	390.1	432.3	148.9	552.3	567.2	558.9	1093.7	870.2	1030.5	81.7	18.4
PAT before MI	2260.2	2187.9	2044.0	2011.0	2434.9	2443.5	2723.0	2921.7	2902.6	3100.9	1869.4	2073.6	2706.6	-6.8	30.5
Minority Interest	-6.3	14.7	-1.6	-16.9	9.6	36.8	4.2	24.9	-2.8	1.0	4.1	14.2	7.0	-347.3	-50.8
PAT after MI	2266.5	2173.1	2045.5	2027.9	2425.3	2406.7	2718.8	2896.8	2905.4	3099.9	1865.4	2059.3	2699.6	-7.1	31.1
Profit from Associates	-4.3	-7.3	-33.8	-7.4	-15.7	-7.5	-7.9	-10.7	6.7	-4.6	-6.7	-9.8	-12.1		
PAT	2262.2	2165.8	2011.7	2020.5	2409.6	2399.2	2711.0	2886.1	2912.1	3095.4	1858.6	2049.6	2687.5	-7.7	31.1
Adjusted PAT	2262.2	2165.8	2166.3	2284.5	2375.5	2583.5	2750.8	2835.6	3040.2	3177.4	2390.0	2872.3	3118.0	2.6	8.6
Adjusted EPS (₹)	9.4	9.0	9.0	9.5	9.9	10.8	11.5	11.8	12.7	13.2	10.0	12.0	13.0		
Share Capital (cr)	239.9	239.9	239.9	239.9	239.9	239.9	239.9	239.9	239.9	239.9	239.9	239.9	239.9		

Q2FY26 Results / Conference call highlights

India Business -

- Sun Pharma grew higher than IPM during Q2, led by volume and new product launches.
- Sun launched 9 new products during the quarter.
- Sun will be ready for the launch of Semaglutide after its' Loss of Exclusivity.

US Business -

- Sales of specialty products have surpassed the generics in the US for the first time.
- Lenalidomide sales have dropped YoY and were flat QoQ. The company may supply a small quantity in H2FY26.
- On the tariff front, Generics are excluded from the tariffs and for innovative medicines the management is awaiting the results of Section 232 investigation.
- In Q2, Sun launched 3 new generic products and innovative drug Leqselvi in the US.

Speciality (Innovative Medicines)

- Growth in Innovative portfolio was led by Illumya, Cequa and Odomzo.
- Odomzo has a 50% market share in basal cell carcinoma market in US and 60% in Europe.
- Specialty R&D accounted for 38% of total R&D spend.
- Unloxyct is expected to be launched in H2FY26 and Ilumya would be filed for psoriatic arthritis in US in H2FY26.
- Cequa is expected to show good growth despite new competitors comingin.
- A portion of the US\$ 100 million on the marketing of two new innovative medicine shall recur every year.

Other Geographies

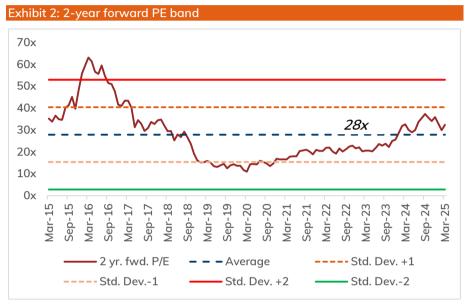
- Emerging markets constant currency growth was 8% for the quarter and was led by Russia and South Africa.
- Regarding Semaglutide application for Canada, Sun is awaiting a response from the Canadian regulatory body.



• RoW revenue does not include any one-off sales. Growth was driven by generics and innovative (Ilumya and Odomzo) portfolio.

Other

- R&D spend for Q2 was 782.7 crore or 5.7% of sales (38% innovative R&D out of total R&D spend). R&D for FY26 is expected to be 6% of sales.
- ETR for FY26 is expected to be at 25%.
- Intangible addition was majorly attributable to Checkpoint Therapeutics acquisition (US\$ 471 million); milestone payment of Odomzo and Leqselvi related intangible asset.



Source: Company, ICICI Direct Research

Financial Tables

Exhibit 3: Profit and loss statement ₹ crore								
(Year-end March)	FY24	FY25	FY26E	FY27E				
Revenues	48,496.9	52,578.4	56,407.2	62,638.4				
Growth (%)	10.5	8.4	7.3	11.0				
Raw Material Expenses	10,662.6	10,747.4	11,834.1	13,467.3				
Employee Expenses	9,429.1	9,973.1	11,041.6	12,214.5				
Other Expenditure	15,418.2	16,771.8	17,219.8	18,791.5				
Total Operating Expenditure	35,509.9	37,492.3	40,095.5	44,473.3				
EBITDA	12,987.0	15,086.2	16,311.7	18,165.1				
Growth (%)	11.2	16.2	8.1	11.4				
Depreciation	2,556.6	2,575.4	2,889.1	2,977.0				
Interest	238.5	231.4	374.4	442.1				
Other Income	1,354.2	1,965.0	1,845.7	1,869.8				
PBT	11,546.1	14,244.5	14,893.9	16,615.8				
Less: Exceptional Items	494.3	677.9	818.0	0.0				
Total Tax	1,439.5	2,772.0	3,749.4	4,153.9				
PAT before MI	9,612.3	10,794.6	10,326.5	12,461.8				
Minority Interest	33.7	27.1	21.2	0.0				
PAT	9,540.3	10,752.2	10,259.1	12,413.3				
Adjusted PAT	9,994.4	11,443.2	11,512.2	12,413.3				
Growth (%)	15.5	14.5	0.6	7.8				
EPS (Adjusted)	41.7	47.7	48.0	51.7				

Source: Company, ICICI Direct Research

Exhibit 5: Balance Sheet				₹ crore
(Year-end March)	FY24	FY25	FY26E	FY27E
Equity Capital	239.9	239.9	239.9	239.9
Reserve and Surplus	63,426.8	71,978.1	77,579.8	86,634.5
Total Shareholders funds	63,666.8	72,218.0	77,819.7	86,874.4
Total Debt	3,272.3	2,359.7	5,212.7	4,912.7
Deferred Tax Liability	155.1	192.4	383.5	410.3
Minority Interest	3,439.2	267.9	306.9	306.9
Other LT Liabitlies & LT Provisi	915.2	872.2	1,421.7	1,521.3
Total Liabilities	71,448.5	75,910.3	85,144.4	94,025.5
Gross Block - Fixed Assets	35,868.3	37,478.1	49,250.9	50,750.9
Accumulated Depreciation	21,255.8	23,831.2	26,720.3	29,697.3
Net Block	14,612.4	13,646.9	22,530.6	21,053.6
Capital WIP	5,353.9	6,644.0	2,916.0	3,416.0
Total Fixed Assets	19,966.3	20,290.8	25,446.6	24,469.6
Investments	15,025.8	18,353.8	19,543.1	23,543.1
Deferred tax assets	4,103.7	4,407.6	3,975.3	4,253.6
Goodwill on Consolidation	8,599.0	8,939.4	9,279.0	9,279.0
LT Loans, Advances & Assets	2,877.8	1,140.6	918.1	982.3
Cash	9,285.7	10,268.8	10,022.4	13,543.5
Debtors	11,249.4	13,046.1	15,396.0	17,096.8
Loans and Advances	65.0	48.4	51.7	55.3
Inventory	9,868.3	10,243.3	10,442.2	11,883.2
Other current assets	4,422.1	5,361.8	8,632.2	9,236.4
Total Current Assets	34,890.4	38,968.4	44,544.4	51,815.2
Creditors	5,653.3	6,184.3	6,705.6	7,630.9
Provisions & other current liabil	8,361.0	10,005.9	11,856.5	12,686.5
Total Current Liabilities	14,014.3	16,190.3	18,562.1	20,317.4
Net Current Assets	20,876.1	22,778.1	25,982.4	31,497.8
Application of Funds	71,448.6	75,910.3	85,144.4	94,025.5

Source: Company, ICICI Direct Research

Exhibit 4: Cash flow stateme	ent			₹ crore
(Year-end March)	FY24	FY25	FY26E	FY27E
Profit/(Loss) after taxation	9518.5	13275.3	10259.1	12413.3
Depreciation	2556.6	2575.4	2889.1	2977.0
(Inc)/Dec in Current Assets	567.8	-1845.3	-5822.5	-3749.7
(Inc)/Dec in Current Liabilities	494.3	1521.8	2363.9	1787.3
Others	-1002.2	-1455.0	374.4	442.1
CF from operation Activities	12135.0	14072.1	10064.0	13870.1
Purchase of Fixed Assets	-2171.0	-2067.6	-8044.9	-2000.0
(Inc)/Dec in Investments	768.4	-4108.4	-1189.3	-4000.0
Others	712.9	869.8	1102.5	-248.2
CF from Investing Activities	-689.6	-5306.2	-8131.7	-6248.2
Inc / (Dec) in Loan Funds	-3686.4	-4064.7	2853.0	-300.0
Inc / (Dec) in Equity Capital	0.0	0.0	0.0	0.0
Dividend and dividend tax	-2900.7	-3617.3	-3358.6	-3358.6
Other Financial Activities	-123.1	-223.8	-374.4	-442.1
CF from Financing Activities	-6710.2	-7905.8	-880.0	-4100.7
Cash generation during the ye	4662.5	983.1	1052.3	3521.2
Op bal Cash & Cash equivalen	4623.1	9285.7	10268.8	10022.3
Closing Cash/ Cash Equivaler	9285.7	10268.8	10022.3	13543.5
Free Cash Flow	9964.0	12004.5	2019.1	11870.1

Source: Company, ICICI Direct Research

Exhibit 6: Key ratios				
(Year-end March)	FY24	FY25	FY26E	FY27E
Per share data (₹)				
Adjusted EPS	41.7	47.7	48.0	51.7
BV per share	265.4	301.0	324.4	362.1
Dividend per share	13.5	14.0	14.0	14.0
Cash Per Share	38.7	42.8	41.8	56.5
Operating Ratios (%)				
Gross Margin	78.0	79.6	79.0	78.5
EBITDA Margin	26.8	28.7	28.9	29.0
PAT Margin	20.6	21.8	20.4	19.8
Inventory days	338	348	322	322
Debtor days	85	91	100	100
Creditor days	194	210	207	207
Asset Turnover	1.4	1.4	1.1	1.2
EBITDA Conversion rate	93.4	93.3	61.7	76.4
Return Ratios (%)				
RoE	15.7	15.8	14.8	14.3
RoCE	17.5	20.2	18.8	19.0
RolC	23.6	30.6	25.5	27.5
Valuation Ratios (x)				
P/E	42.2	37.5	39.3	32.5
EV/EBITDA	29.9	25.3	23.5	20.7
EV / Net Sales	8.0	7.3	6.8	6.0
Market Cap / Sales	8.3	7.7	7.1	6.4
Price to Book Value	6.3	5.6	5.2	4.6
Solvency Ratios				
Debt / EBITDA	0.3	0.2	0.3	0.3
Debt / Equity	0.1	0.0	0.1	0.1
Current Ratio	1.8	1.8	1.9	1.9
Working Capital Cycle	229	228	215	215
Source: Company ICICI Direct Research				

 $Source: Company, ICICI \ Direct \ Research$



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Buy: >15%

Hold: -5% to 15%;

Reduce: -15% to -5%;

Sell: <-15%



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