Picici direct Research

CMP: ₹ 489

Target: ₹ <u>490 (0%)</u>

Target Period: 12 months

February 8, 2022

Weak performance, CDMO, generics drag...

About the stock: Jubilant Pharmova is engaged in specialty pharmaceuticals, CDMO, generics, drug discovery and proprietary novel drug businesses.

- In specialty pharmaceuticals, it is the third largest radiopharmaceutical manufacturer with second largest commercial radio pharmacy network in US. It is the second biggest player in the allergenic extract market in the US
- In CDMO (CMO and APIs) Jubilant is an integrated contract manufacturer of sterile injectables, ophthalmics, otics and ointments (sterile and non-sterile), creams and liquids
- Revenue break up (FY21)- Formulations 24%, Radiopharma and allergy therapy –38% and CDMO & API – 33%

Q3FY22 Results: Generics and CDMO business were affected due to multiple headwinds leading to reduction in operating leverage.

- Revenues were down 26% YoY to ₹ 1310.5 crore
- EBITDA was at ₹ 194.2 crore, down 60.6% YoY with margins at 14.8%
- Adjusted PAT was at ₹ 51 crore (down 77.8% YoY)

What should investors do? Jubilant's share price has de-grown by $\sim 0.7x$ in the past five years (from $\sim ₹$ 704 in February 2017 to $\sim ₹$ 489 in February 2022) even after considering demerger of life science ingredients business into Jubilant Ingrevia.

 Maintain HOLD due to continued muted operational performance amid 1) slower-than-expected ramp-up in Radiopharma, 2) regulatory overhang in Generics and 3) waning Covid related contracts in CDMO.

Target Price and Valuation: Valued at ₹ 495 i.e. 12x P/E on FY24E EPS of ₹ 40.8

Key triggers for future price performance:

- Expansion of capacity for sterile fill & finish at Spokane by 50% and new ophthalmic line at Montreal
- Increase in CDMO order-book visibility amid shrinking Covid opportunities
- Embarking on executing turnaround plan in radio pharmacies with a target to achieve mid to high single digit EBITDA
- Resolving regulatory concerns over Roorkee and Nanjungud facility

Alternate Stock Idea: Apart from Jubilant, in CRAMs space we like Divi's.

- Divi's stays a quintessential play on Indian API/CRAMs segment with its product offering, execution prowess
- BUY with a target price of ₹ 5600

| Key Financials | | | 5 year CAGR | | | | 3 year CAGR |
|---------------------|--------|--------|-------------|--------|--------|--------|-------------|
| (₹ crore) | FY20 | FY21 | (FY16-21) | FY22E | FY23E | FY24E | (FY21-24E) |
| Revenues | 5975.8 | 6098.5 | 0.7 | 5968.2 | 6066.5 | 6784.6 | 3.6 |
| EBITDA | 1548.0 | 1396.5 | 2.3 | 1179.0 | 1267.7 | 1484.2 | 2.1 |
| EBITDA Margins (%) | 25.9 | 22.9 | | 19.8 | 20.9 | 21.9 | |
| Adjusted Net Profit | 710.7 | 595.3 | 8.7 | 456.7 | 518.1 | 649.5 | 2.9 |
| Reported EPS (₹) | 42.6 | 36.0 | | 28.7 | 32.5 | 40.8 | |
| Adjusted EPS (₹) | 44.6 | 37.4 | | 28.7 | 32.5 | 40.8 | |
| PE (x) | 11.5 | 13.6 | | 17.1 | 15.0 | 12.0 | |
| EV/EBITDA (x) | 7.2 | 7.1 | | 8.4 | 7.5 | 6.1 | |
| RoE (%) | 12.7 | 12.6 | | 8.9 | 9.2 | 10.4 | |
| RoCE (%) | 11.7 | 13.7 | | 10.1 | 10.4 | 12.2 | |

| Partici | ulars | | | | |
|-----------|------------|---------|--------|--------|----------|
| Particu | lar | | | A | mount |
| Market (| Capitalisa | ation | | ₹778 | 37 crore |
| Debt (FY | ′21) | | | ₹ 283 | 30 crore |
| Cash (FY | (21) | | | ₹74 | 12 crore |
| EV | | | | ₹ 987 | 74 crore |
| 52 week | . H/L (₹) | | | ₹98 | 2/₹ 475 |
| Equity ca | apital | | | ₹15 | .9 crore |
| Face val | ue | | | | ₹1 |
| Share | holding | pattern | | | |
| (in %) | Dec-20 | Mar-21 | Jun-21 | Sep-21 | Dec-21 |
| Promoter | 50.7 | 50.7 | 50.7 | 50.7 | 50.7 |
| Others | 49.3 | 49.3 | 49.3 | 49.3 | 49.3 |
| Price | Chart | | | | |
| 1500 | 1 | | | т | 20000 |



- Import alert for Roorkee facility
- Key Risk: (i) Better traction in Radiopharma segment (ii) Regulatory concern

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Key takeaways of recent quarter & conference call highlights

Q3FY22 Results: Weak results amid multiple near term headwinds

- Revenues were at ₹ 1310.5 crore, down 26% YoY amid multiple headwinds in pharmaceutical segment. Generics declined 60.7% YoY to ₹ 181 crore and CDMO segment declined 42.6% YoY to ₹ 373 crore. Specialty pharma (which comprises Radiopharma) grew 8.8% YoY to ₹ 633 crore while contract research & development grew 51.9% YoY to ₹ 120 crore on the back of robust demand from customers. EBITDA margins declined 1300 bps YoY to 14.8%. EBITDA de-grew 60.6% YoY to ₹ 194.2 crore while adjusted PAT declined 77.8% to ₹ 51 crore
- Jubilant Pharmova Generics was affected by lower volumes due to Roorkee import alert, Sartan impurities issue and pricing pressure in US while loss of Covid related opportunities led to lower revenue and profitability in the CDMO business. API business was affected by unplanned shutdown this quarter and is likely to normalise in Q4FY22. Multiple issues converged in Q3 leading to dismal numbers and although Sartans issue has been resolved and exempted products sales have started in the US. We expect near to medium term overhang to remain amid regulatory concerns for Generics and resetting of base post loss of Covid opportunities in CDMO

Q3FY22 earnings conference call highlights

- Radiopharma was impacted due to rescheduling of some customer's orders amid surge in Covid cases in US. Allergy Immunotherapy continues to operate at volumes higher than pre-Covid levels
- Spike in Covid cases impacted Ruby-Fill installations during the quarter and pushed new installs to Q4FY22
- CMO business revenue was affected as revenue related to Covid related one-off deals tapered off and also on account of customer scheduling. The management expects the CMO segment to witness near term correction as Covid related product demand has subsided
- API business was affected due to lower volumes resulting from an unplanned plant shutdown during the quarter.
- Generics was impacted due to, 1) Impurity issue in certain Sartan products,
 2) Lower volumes due to import alert at Roorkee plant, 3) Pricing pressure in the US and 4) Lower Remdesivir sales
- The management expects to complete remediation for Roorkee, in H1CY22
- The management expects generics business performance to improve, going forward, as the Sartans impurity issue has been resolved and exempted products sales in the US has restarted. However, pricing pressure in the US market is an overhang
- Contract research and development services witnessed higher demand from biotech companies for integrated services. DMPK expansion at Greater Noida is under way
- In the Proprietary Novel Drugs business, the company is on track to take lead drug candidate, – LSD1/HDAC6 inhibitor to Phase I clinical trials in Q4FY22 and has received FDA clearance of IND filing for same

ICICI Securities | Retail Research

| Raw Material Expenses Gross margins (%) Employee Expenses Other Expenditure Total Expenditure 1, | 310.5 273.4 79.1 524.5 318.3 116.3 194.2 14.8 36.6 93.3 5.9 0.0 70.2 | 458.4 74.1 310.7 1,278.6 492.8 27.8 46.4 95.9 3.6 10.9 | 439.2 73.5 509.3 369.4 1,318.0 339.5 20.5 34.7 99.8 4.5 0.0 | 8.8 2.5 -12.7 -60.6 -1300 bps -21.0 -2.7 64.6 | -37.8 564 bps 3.0 -13.8 -15.3 -42.8 | YoY decline due to headwinds in pharmaceuticals segment YoY increase due to increase in share of specialty pharma in sales-mix YoY decline mainly due to reduction in operating leverage |
|--|--|---|---|---|--|--|
| Gross margins (%) Employee Expenses Other Expenditure Total Expenditure 1, EBITDA EBITDA (%) Interest Depreciation Other income Exceptional Items PBT after Exceptional Items Tax Tax Rate (%) PAT before MI MI Adj. Net Profit | 79.1 524.5 318.3 116.3 194.2 14.8 36.6 93.3 5.9 0.0 70.2 | 74.1 482.1 310.7 1,278.6 492.8 27.8 46.4 95.9 3.6 10.9 | 73.5 509.3 369.4 1,318.0 339.5 20.5 34.7 99.8 4.5 0.0 | 502 bps 8.8 2.5 -12.7 -60.6 -1300 bps -21.0 -2.7 64.6 | 564 bps 3.0 -13.8 -15.3 -42.8 -566 bps 5.4 -6.5 | |
| Employee Expenses Other Expenditure Total Expenditure EBITDA EBITDA EBITDA (%) Interest Depreciation Other income Exceptional Items PBT after Exceptional Items Tax Tax Rate (%) PAT before MI MI Adj. Net Profit | 524.5 318.3 116.3 194.2 14.8 36.6 93.3 5.9 0.0 70.2 | 482.1 310.7 1,278.6 492.8 27.8 46.4 95.9 3.6 10.9 | 509.3 369.4 1,318.0 339.5 20.5 34.7 99.8 4.5 0.0 | 8.8 2.5 -12.7 -60.6 -1300 bps -21.0 -2.7 64.6 | 3.0 -13.8 -15.3 -42.8 -566 bps 5.4 -6.5 | |
| Other Expenditure 1, Total Expenditure 1, EBITDA EBITDA (%) Interest Depreciation Other income Exceptional Items PBT after Exceptional Items Tax Tax Rate (%) PAT before MI MI Adj. Net Profit | 318.3 116.3 194.2 14.8 36.6 93.3 5.9 0.0 70.2 | 310.7 1,278.6 492.8 27.8 46.4 95.9 3.6 10.9 | 369.4 1,318.0 339.5 20.5 34.7 99.8 4.5 0.0 | 2.5 -12.7 -60.6 -1300 bps -21.0 -2.7 64.6 | -13.8 -15.3 -42.8 -566 bps 5.4 -6.5 | YoY decline mainly due to reduction in operating leverage |
| Total Expenditure 1, EBITDA EBITDA (%) Interest Depreciation Other income Exceptional Items PBT after Exceptional Items Tax Tax Rate (%) PAT before MI MI Adj. Net Profit | 116.3 194.2 14.8 36.6 93.3 5.9 0.0 70.2 | 1,278.6 492.8 27.8 46.4 95.9 3.6 10.9 | 1,318.0 339.5 20.5 34.7 99.8 4.5 0.0 | -12.7 -60.6 -1300 bps -21.0 -2.7 64.6 | -15.3 -42.8 -566 bps 5.4 -6.5 | YoY decline mainly due to reduction in operating leverage |
| EBITDA EBITDA (%) Interest Depreciation Other income Exceptional Items PBT after Exceptional Items Tax Tax Rate (%) PAT before MI MI Adj. Net Profit | 194.2 14.8 36.6 93.3 5.9 0.0 70.2 | 492.8 27.8 46.4 95.9 3.6 10.9 | 339.5 20.5 34.7 99.8 4.5 0.0 | -60.6 -1300 bps -21.0 -2.7 64.6 | -42.8 -566 bps 5.4 -6.5 | YoY decline mainly due to reduction in operating leverage |
| EBITDA (%) Interest Depreciation Other income Exceptional Items PBT after Exceptional Items Tax Tax Rate (%) PAT before MI MI Adj. Net Profit | 14.8 36.6 93.3 5.9 0.0 70.2 | 27.8 46.4 95.9 3.6 10.9 | 20.5 34.7 99.8 4.5 0.0 | -1300 bps -21.0 -2.7 64.6 | -566 bps 5.4 -6.5 | YoY decline mainly due to reduction in operating leverage |
| Interest Depreciation Other income Exceptional Items PBT after Exceptional Items Tax Tax Rate (%) PAT before MI MI Adj. Net Profit | 36.6 93.3 5.9 0.0 70.2 | 46.4 95.9 3.6 10.9 | 34.7 99.8 4.5 0.0 | -21.0 -2.7 64.6 | 5.4 -6.5 | YoY decline mainly due to reduction in operating leverage |
| Depreciation Other income Exceptional Items PBT after Exceptional Items Tax Tax Rate (%) PAT before MI MI Adj. Net Profit | 93.3 5.9 0.0 70.2 | 95.9 3.6 10.9 | 99.8 4.5 0.0 | -2.7 64.6 | -6.5 | |
| Other income Exceptional Items PBT after Exceptional Items Tax Tax Rate (%) PAT before MI MI Adj. Net Profit | 5.9 0.0 70.2 | 3.6 10.9 | 4.5 0.0 | 64.6 | | |
| Exceptional Items PBT after Exceptional Items Tax Tax Rate (%) PAT before MI MI Adj. Net Profit | 0.0 70.2 | 10.9 | 0.0 | | 32.8 | |
| PBT after Exceptional Items Tax Tax Rate (%) PAT before MI MI Adj. Net Profit | 70.2 | | | 0.0 | | |
| Tax Tax Rate (%) PAT before MI MI Adj. Net Profit | | 343.2 | | 0.0 | 0.0 | |
| Tax Rate (%) PAT before MI MI Adj. Net Profit | | | 209.4 | -79.5 | -66.5 | |
| PAT before MI MI Adj. Net Profit | 19.4 | 121.2 | 65.4 | -84.0 | -70.3 | |
| MI Adj. Net Profit | 27.7 | 35.3 | 31.2 | | | |
| Adj. Net Profit | 50.8 | 222.0 | 144.0 | -77.1 | -64.8 | |
| | -0.2 | -0.1 | -0.2 | NA | NA | |
| Koy Motrice | 51.0 | 229.9 | 142.8 | -77.8 | -64.3 | YoY decline amid multiple challenges converging this quarter |
| Key Wellics | | | | | | |
| Generics | 181.0 | 460.0 | 330.0 | -60.7 | -45.2 | Headwinds for generics due to pricing pressure in the US, Roorkee import alert and Sartan impurity issue |
| Specialty Pharma | 633.0 | 582.0 | 651.0 | 8.8 | -2.8 | Radiopharma gradual recovery was affected by increase in Covid-19 ir |
| | | | | | | US. Allergy immunotherapy volumes have exceeded pre-Covid levels YoY decline amid loss of revenue related to Covid opportunity and also |
| CDMO | 373.0 | 650.0 | 562.0 | -42.6 | -33.6 | because of customer scheduling |
| Drug Discovery Solutions | 120.0 | 79.0 | 108.0 | 51.9 | 11.1 | Growth due to higher demand from biotech companies also supported by volume increase from recently commissioned facility at Greater Noida |

Source: Company, ICICI Direct Research

| | | FY22E | | | FY23E | | FY24E | |
|--------------|---------|---------|----------|---------|---------|-----------|----------|--|
| (₹ Crore) | Old | New | Change | Old | New | Change In | troduced | |
| Revenue | 7,135.8 | 5,968.2 | -16.4 | 8,433.1 | 6,066.5 | -28.1 | | Changed mainly due to headwinds in generics, less than expected traction in Radiopharma and CMO business |
| EBITDA | 1,548.1 | 1,179.0 | -23.8 | 1,954.7 | 1,267.7 | -35.1 | 1,484.2 | |
| EBITDA Margi | 21.7 | 19.8 | -194 bps | 23.2 | 20.9 | -228 bps | Z1.9 | Changed mainly due to US price erosion and lower-than-expected operating leverage |
| PAT | 700.9 | 456.7 | -34.8 | 997.5 | 518.1 | -48.1 | 649.5 | |
| EPS (₹) | 44.0 | 28.7 | -34.8 | 62.6 | 32.5 | -48.1 | 40.8 | |

Source: ICICI Direct Research

| | Revenues | Growth | Adj. EPS | Growth | P/E | EV/EBITDA | RoNW | RoCE |
|-------|-----------|--------|----------|--------|------|-----------|------|------|
| | (₹ crore) | (%) | (₹) | (%) | (x) | (X) | (%) | (%) |
| FY21 | 6099 | 2.1 | 37.4 | -15.3 | 13.6 | 7.1 | 12.6 | 13.7 |
| FY22E | 5968 | -2.1 | 28.7 | -20.5 | 17.1 | 8.4 | 8.9 | 10.1 |
| FY23E | 6066 | 1.6 | 32.5 | 13.5 | 15.0 | 7.5 | 9.2 | 10.4 |
| FY24E | 6785 | 11.8 | 40.8 | 25.4 | 12.0 | 6.1 | 10.4 | 12.2 |

Source: ICICI Direct Research

| Company | I-Direct | CMP | TP | Rating | M Cap | | EPS | S (₹) | | | PE | (x) | | | RoC | CE (%) | | | Ro | E (%) | |
|-----------------------|----------|-------|--------|--------|--------|-------|-------|-------|-------|-------|-------|-------|-------|------|------|--------|-------|------|------|-------|------|
| ••• | Code | (₹) | (₹) | | (₹ cr) | FY20 | FY21 | FY22E | FY23E | FY20 | FY21 | FY22E | FY23E | FY20 | FY21 | FY22E | FY23E | FY20 | FY21 | FY22E | FY23 |
| Hospitals | | | | | | | | | | | | | | | | | | | | | |
| Apollo Hospitals | APOHOS | 4475 | 5,930 | Buy | 64346 | 22.6 | 7.9 | 72.9 | 99.4 | 198.2 | 569.3 | 61.4 | 45.0 | 10.2 | 6.3 | 18.1 | 21.7 | 9.7 | 2.5 | 18.6 | 20. |
| Narayana Hrudalaya | NARHRU | 662 | 795 | Buy | 13529 | 6.4 | -0.7 | 17.4 | 19.9 | 104.2 | NA | 38.0 | 33.2 | 11.0 | 1.2 | 21.0 | 22.3 | 11.4 | -1.3 | 24.4 | 22. |
| Shalby | SHALIM | 142 | 170 | Buy | 1532 | 2.6 | 3.9 | 5.9 | 5.8 | 55.5 | 36.1 | 24.0 | 24.5 | 7.2 | 6.5 | 8.9 | 9.6 | 3.5 | 5.1 | 7.2 | 6. |
| Aster DM | ASTDM | 184 | 250 | Buy | 9201 | 5.7 | 3.0 | 10.6 | 17.2 | 32.3 | 62.3 | 17.4 | 10.7 | 7.2 | 5.4 | 8.7 | 12.1 | 8.7 | 4.4 | 13.5 | 18.0 |
| Healthcare Global | HEAGLO | 253 | 240 | Hold | 3173 | -12.0 | -21.7 | 15.6 | 8.4 | NA | NA | 16.3 | 30.0 | 1.0 | -0.9 | 7.6 | 10.4 | NA | NA | NA | 7. |
| VNC Pharma | | | | | | | | | | | | | | | | | | | | | |
| Abbott India | ABBIND | 15790 | 20,360 | Buy | 33553 | 279.0 | 325.0 | 362.3 | 471.9 | 56.6 | 48.6 | 43.6 | 33.5 | 30.7 | 33.8 | 35.3 | 37.2 | 24.4 | 26.5 | 27.6 | 28. |
| P&G Health | MERLIM | 5048 | 6,555 | Buy | 8380 | 102.0 | 106.5 | 135.7 | 145.7 | 49.5 | 47.4 | 37.2 | 34.7 | 24.0 | 32.2 | 41.0 | 37.7 | 18.7 | 25.1 | 31.6 | 28. |
| Sanofi India | SANOFI | 7390 | 9,800 | Buy | 17020 | 179.8 | 207.4 | 431.8 | 280.0 | 41.1 | 35.6 | 17.1 | 26.4 | 26.0 | 32.3 | 34.2 | 41.9 | 19.4 | 24.5 | 22.2 | 33. |
| Pfizer | PFIZER | 4407 | 5,350 | Buy | 20161 | 111.3 | 108.8 | 135.2 | 133.0 | 39.6 | 40.5 | 32.6 | 33.1 | 18.5 | 27.6 | 27.4 | 23.6 | 15.0 | 20.8 | 21.7 | 18. |
| Pharma | | | | ····· | | | | | | | | | | | | | | | | | |
| Ajanta Pharma | AJAPHA | 2113 | 2,500 | Buy | 18285 | 53.4 | 74.0 | 79.3 | 89.3 | 39.6 | 28.6 | 26.6 | 23.7 | 24.7 | 29.0 | 25.2 | 23.8 | 18.1 | 21.8 | 19.9 | 19. |
| Nembic Pharma | ALEMPHA | 733 | 790 | Hold | 14403 | 44.4 | 59.9 | 33.3 | 39.6 | 16.5 | 12.2 | 22.0 | 18.5 | 21.0 | 24.2 | 11.9 | 13.9 | 27.1 | 23.0 | 11.7 | 12. |
| Aurobindo Pharma | AURPHA | 651 | 795 | Hold | 38145 | 48.8 | 55.0 | 50.3 | 61.2 | 13.4 | 11.8 | 12.9 | 10.6 | 17.2 | 16.9 | 13.8 | 15.2 | 17.0 | 14.7 | 11.9 | 12. |
| Biocon | BIOCON | 399 | 380 | Hold | 47916 | 5.8 | 6.1 | 5.4 | 9.3 | 68.6 | 65.6 | 74.2 | 43.0 | 10.2 | 7.6 | 7.8 | 10.0 | 10.4 | 9.6 | 7.9 | 12. |
| Cadila Healthcare | CADHEA | 397 | 477 | Hold | 40678 | 14.0 | 21.5 | 20.9 | 21.8 | 28.4 | 18.5 | 19.0 | 18.2 | 10.7 | 12.6 | 13.4 | 13.4 | 13.8 | 16.9 | 14.7 | 13. |
| Cipla | CIPLA | 933 | 1,085 | Buy | 75267 | 19.2 | 29.9 | 34.6 | 41.8 | 48.6 | 31.2 | 26.9 | 22.3 | 12.0 | 16.3 | 17.8 | 18.4 | 9.8 | 13.1 | 13.7 | 14. |
| Dr Reddy's Labs | DRREDD | 4309 | 5,170 | Hold | 71688 | 121.8 | 117.3 | 181.2 | 204.2 | 35.4 | 36.7 | 23.8 | 21.1 | 9.6 | 13.1 | 16.3 | 17.3 | 13.0 | 11.1 | 14.9 | 14. |
| Glenmark Pharma | GLEPHA | 490 | 580 | Hold | 13821 | 26.4 | 32.9 | 37.7 | 43.7 | 18.6 | 14.9 | 13.0 | 11.2 | 12.7 | 13.9 | 15.3 | 15.9 | 12.2 | 13.1 | 12.5 | 12. |
| pca Laboratories | IPCLAB | 1020 | 2,490 | Buy | 12943 | 47.6 | 89.9 | 78.0 | 95.8 | 21.5 | 11.4 | 13.1 | 10.6 | 17.6 | 27.1 | 20.5 | 20.9 | 16.6 | 24.2 | 17.5 | 17. |
| Jubilant Pharmova | JUBLIF | 489 | 490 | Hold | 7793 | 44.6 | 37.4 | 28.7 | 32.5 | 11.0 | 13.1 | 17.1 | 15.0 | 11.7 | 13.7 | 10.1 | 10.4 | 12.7 | 12.6 | 8.9 | 9. |
| upin | LUPIN | 805 | 960 | Hold | 36526 | -12.7 | 26.9 | 16.2 | 30.2 | NA | 30.0 | 49.7 | 26.7 | 9.7 | 9.1 | 6.1 | 10.5 | -4.6 | 8.8 | 5.8 | 9. |
| Vatco Pharma | NATPHA | 904 | 925 | Hold | 16484 | 25.3 | 24.2 | 17.1 | 20.1 | 35.8 | 37.4 | 52.9 | 44.9 | 14.0 | 13.1 | 8.4 | 9.9 | 12.2 | 10.7 | 7.2 | 8. |
| Sun Pharma | SUNPHA | 886 | 965 | Buy | 212605 | 16.8 | 30.0 | 30.6 | 32.2 | 52.8 | 29.5 | 28.9 | 27.5 | 10.0 | 14.2 | 16.7 | 16.3 | 8.9 | 15.5 | 14.2 | 13. |
| Forrent Pharma | TORPHA | 2607 | 3,110 | Hold | 44118 | 60.6 | 74.0 | 78.3 | 103.7 | 43.0 | 35.2 | 33.3 | 25.1 | 15.4 | 17.7 | 21.0 | 22.6 | 21.2 | 21.4 | 19.4 | 21. |
| ndoco Remedies | INDREM | 378 | 575 | Buy | 3490 | 2.6 | 10.1 | 17.3 | 23.9 | 144.4 | 37.4 | 21.8 | 15.8 | 4.6 | 11.7 | 19.8 | 21.5 | 3.5 | 12.1 | 17.6 | 20. |
| Caplin Point | CAPPOI | 801 | 1,010 | Buy | 6055 | 17.2 | 81.7 | 76.7 | 55.5 | 46.6 | 9.8 | 10.4 | 14.4 | 25.4 | 25.6 | 24.1 | 23.5 | 22.7 | 20.4 | 20.5 | 18. |
| Advanced Enzymes | ADVENZ | 321 | 420 | Buy | 3591 | 11.6 | 13.1 | 13.0 | 16.1 | 27.8 | 24.6 | 24.6 | 20.0 | 19.6 | 19.4 | 16.8 | 18.3 | 15.4 | 15.1 | 13.2 | 14. |
| lester Biosciences | HESPHA | 2451 | 2,780 | Hold | 2085 | 34.3 | 44.4 | 47.2 | 52.0 | 71.5 | 55.2 | 52.0 | 47.2 | 14.0 | 16.2 | 12.8 | 14.3 | 14.5 | 16.5 | 15.5 | 15. |
| API/CRAMS | | | | | | | | | | | | | | | | | | | | | |
| Divi's Lab | DIVLAB | 4202 | 5,815 | Buy | 111537 | 51.9 | 74.7 | 90.6 | 107.5 | 81.0 | 56.2 | 46.4 | 39.1 | 23.9 | 27.6 | 27.7 | 27.7 | 18.8 | 21.3 | 21.8 | 21. |
| likal | HIKCHE | 423 | 640 | Buy | 5218 | 8.1 | 10.8 | 17.2 | 21.4 | 52.3 | 39.2 | 24.6 | 19.8 | 12.8 | 15.1 | 17.7 | 18.5 | 12.2 | 14.3 | 18.7 | 19. |
| Syngene Int. | SYNINT | 574 | 710 | Buy | 22978 | 10.3 | 10.1 | 9.8 | 13.9 | 55.8 | 56.7 | 58.7 | 41.2 | 14.5 | 11.5 | 12.6 | 15.5 | 16.8 | | 13.2 | 14. |
| Granules India | GRANUL | 311 | 350 | Hold | 7704 | 12.4 | 22.2 | 15.0 | 23.3 | 25.0 | 14.0 | 20.7 | 13.3 | | 24.0 | 16.1 | 21.7 | | 25.3 | 14.8 | 18. |
| Laurus Labs | LAULAB | 529 | 670 | Buv | 28367 | 4.8 | 18.3 | 17.6 | 23.9 | 111.1 | 28.8 | 30.0 | 22.1 | | 31.7 | 25.1 | 28.0 | | 37.9 | 27.4 | 27.9 |
| Suven Pharmaceuticals | SUVPH | 561 | 600 | Buy | 14289 | 12.5 | 14.2 | 15.0 | 18.7 | 45.1 | 39.4 | 37.3 | 29.9 | | 31.2 | 25.7 | 24.7 | | 30.7 | 24.9 | 23. |

Source: ICICI Direct Research

Financial Summary

| Exhibit 5: Profit and los | s statement | | | ₹ crore |
|-----------------------------|-------------|---------|---------|---------|
| (Year-end March) | FY21 | FY22E | FY23E | FY24E |
| Revenues | 6,098.5 | 5,968.2 | 6,066.5 | 6,784.6 |
| Growth (%) | 2.1 | -2.1 | 1.6 | 11.8 |
| Raw Material Expenses | 1,536.0 | 1,421.4 | 1,523.8 | 1,696.2 |
| Employee Expenses | 1,922.9 | 1,952.6 | 1,850.3 | 2,061.2 |
| Selling & Admin expenses | 1,137.4 | 1,386.4 | 1,424.7 | 1,543.1 |
| Power cost | 105.8 | 28.7 | 0.0 | 0.0 |
| Total Operating Expenditure | 4,702.1 | 4,789.2 | 4,798.7 | 5,300.5 |
| EBITDA | 1,396.5 | 1,179.0 | 1,267.7 | 1,484.2 |
| Growth (%) | -9.8 | -15.6 | 7.5 | 17.1 |
| Depreciation | 349.0 | 376.0 | 435.4 | 494.8 |
| Interest | 184.1 | 142.6 | 120.6 | 94.7 |
| Other Income | 17.6 | 20.4 | 18.0 | 20.2 |
| PBT before EO | 881.1 | 680.8 | 729.8 | 914.8 |
| Less: Exceptional Items | 21.2 | 0.0 | 0.0 | 0.0 |
| Total Tax | 297.2 | 212.8 | 211.6 | 265.3 |
| Minority Interest | -0.3 | 0.0 | 0.0 | 0.0 |
| PAT | 574.1 | 456.7 | 518.1 | 649.5 |
| Growth (%) | -15.3 | -20.5 | 13.5 | 25.4 |
| EPS | 36.0 | 28.7 | 32.5 | 40.8 |
| Adjusted PAT | 595.3 | 456.7 | 518.1 | 649.5 |
| EPS (Adjusted) | 37.4 | 28.7 | 32.5 | 40.8 |

Source: Company, ICICI Direct Research

| Exhibit 6: Cash flow staten | nent | | ₹ crore | | | |
|--------------------------------|----------|--------|---------|---------|--|--|
| (Year-end March) | FY21 | FY22E | FY23E | FY24 | | |
| Profit/(Loss) after taxation | 817.9 | 456.7 | 518.1 | 649. | | |
| Add: Depreciation | 451.7 | 376.0 | 435.4 | 494.8 | | |
| Add: Interest paid | 247.3 | 142.6 | 142.6 | 142.0 | | |
| (Inc)/dec in Current Assets | 21.6 | -128.6 | -48.7 | -259.9 | | |
| Inc/(dec) in CL and Provisions | 228.3 | 21.2 | 47.8 | 106.0 | | |
| Other Operating Activities | 0.0 | 0.0 | 0.0 | 0.0 | | |
| CF from operating activities | 1,766.7 | 867.8 | 1,095.2 | 1,133.6 | | |
| (Purchase)/Sale of FA | -514.3 | -600.0 | -500.0 | -500.0 | | |
| Deferred Tax Liability | 0.0 | 7.4 | 7.6 | 7.9 | | |
| Minority Interest | 0.0 | 0.0 | 0.0 | 0.0 | | |
| Investments | -202.4 | 0.0 | 0.0 | 0.0 | | |
| Other Investing Activities | -86.7 | -13.8 | -15.3 | -16.9 | | |
| CF from investing activities | -803.4 | -606.3 | -507.6 | -509.0 | | |
| Inc/(Dec) in Equity Capital | -10.1 | 0.0 | 0.0 | 0.0 | | |
| Inc/(Dec) in Loan Funds | -1,405.6 | 0.0 | -500.0 | -500.0 | | |
| Dividend & Dividend tax | -1.5 | -47.8 | -47.8 | -47.8 | | |
| Less: Interest Paid | -247.3 | -142.6 | -142.6 | -142. | | |
| Others | -44.9 | 0.0 | 0.0 | 0.0 | | |
| CF from financing activities | -1,709.4 | -190.4 | -690.4 | -690.4 | | |
| Net Cash flow | -746.1 | 71.1 | -102.8 | -65.9 | | |
| Opening Cash | 1,399.9 | 671.3 | 742.4 | 639.0 | | |
| Closing Cash | 653.8 | 742.4 | 639.6 | 573.8 | | |
| Free Cash Flow | 1,252.4 | 267.8 | 595.2 | 633.6 | | |

Source: Company, ICICI Direct Research

| Exhibit 7: Balance Sheet | | | | ₹ crore |
|------------------------------|---------|---------|---------|---------|
| (Year-end March) | FY21 | FY22E | FY23E | FY24E |
| Equity Capital | 15.9 | 15.9 | 15.9 | 15.9 |
| Reserve and Surplus | 4,725.6 | 5,134.5 | 5,604.8 | 6,206.5 |
| Total Shareholders funds | 4,741.5 | 5,150.4 | 5,620.7 | 6,222.4 |
| Total Debt | 2,829.6 | 2,829.6 | 2,329.6 | 1,829.6 |
| Deferred Tax Liability | 247.3 | 254.7 | 262.4 | 270.2 |
| Minority Interest | 0.0 | 0.0 | 0.0 | 0.0 |
| Other Non CL & LT Provisions | 121.1 | 124.7 | 128.4 | 132.3 |
| Total Liabilities | 7,939.4 | 8,359.4 | 8,341.1 | 8,454.5 |
| Gross Block - Fixed Assets | 4,027.2 | 4,427.2 | 5,127.2 | 5,827.2 |
| Accumulated Depreciation | 1,548.5 | 1,924.4 | 2,359.8 | 2,854.7 |
| Net Block | 2,478.8 | 2,502.8 | 2,767.4 | 2,972.6 |
| Capital WIP | 897.0 | 1,097.0 | 897.0 | 697.0 |
| Total Fixed Assets | 3,375.8 | 3,599.8 | 3,664.4 | 3,669.6 |
| Investments | 241.0 | 241.0 | 241.0 | 241.0 |
| Goodwill on Consolidation | 2,130.0 | 2,130.0 | 2,130.0 | 2,130.0 |
| Inventory | 1,129.4 | 1,179.4 | 1,201.3 | 1,343.5 |
| Debtors | 819.9 | 888.6 | 905.1 | 1,012.2 |
| Cash | 671.3 | 742.4 | 639.6 | 573.8 |
| Other current Assets | 331.9 | 341.9 | 352.1 | 362.7 |
| Total Current Assets | 2,952.5 | 3,152.2 | 3,098.1 | 3,292.2 |
| Creditors | 520.5 | 508.9 | 518.4 | 579.7 |
| Provisions | 89.8 | 111.5 | 138.5 | 172.0 |
| Other Current Liabilities | 368.4 | 379.5 | 390.8 | 402.6 |
| Total Current Liabilities | 978.7 | 999.9 | 1,047.7 | 1,154.3 |
| Net Current Assets | 1,973.8 | 2,152.3 | 2,050.4 | 2,137.9 |
| Deferred Tax Assets | 154.7 | 170.2 | 187.2 | 205.9 |
| LT L & A, Other Non CA | 64.2 | 66.1 | 68.1 | 70.2 |
| Application of Funds | 7,939.4 | 8,359.4 | 8,341.1 | 8,454.5 |

Source: Company, ICICI Direct Research

| (Year-end March) | FY21 | FY22E | FY23E | FY24E |
|------------------------|-------|-------|-------|-------|
| Per share data (₹) | | | | |
| Reported EPS | 36.0 | 28.7 | 32.5 | 40.8 |
| Adjusted EPS | 37.4 | 28.7 | 32.5 | 40.8 |
| BV per share | 297.7 | 323.4 | 352.9 | 390.7 |
| Dividend per share | 5.0 | 3.0 | 3.0 | 3.0 |
| Cash Per Share | 42.1 | 46.6 | 40.2 | 36.0 |
| Operating Ratios (%) | | | | |
| Gross Profit Margins | 74.8 | 76.2 | 74.9 | 75.0 |
| EBITDA Margins | 22.9 | 19.8 | 20.9 | 21.9 |
| PAT Margins | 9.8 | 7.7 | 8.5 | 9.6 |
| Inventory days | 67.6 | 72.1 | 72.3 | 72.3 |
| Debtor days | 49.1 | 54.3 | 54.5 | 54.5 |
| Creditor days | 31.2 | 31.1 | 31.2 | 31.2 |
| Asset Turnover | 2.3 | 1.3 | 1.2 | 1.1 |
| EBITDA conversion Rate | 126.5 | 73.6 | 86.4 | 76.4 |
| Return Ratios (%) | | | | |
| RoE | 12.6 | 8.9 | 9.2 | 10.4 |
| RoCE | 13.7 | 10.1 | 10.4 | 12.2 |
| RoIC | 14.7 | 10.8 | 11.1 | 12.9 |
| Valuation Ratios (x) | | | | |
| P/E | 13.6 | 17.1 | 15.0 | 12.0 |
| EV / EBITDA | 7.1 | 8.4 | 7.5 | 6.1 |
| EV / Net Sales | 1.6 | 1.7 | 1.6 | 1.3 |
| Market Cap / Sales | 1.3 | 1.3 | 1.3 | 1.1 |
| Price to Book Value | 1.6 | 1.5 | 1.4 | 1.3 |
| Solvency Ratios | | | | |
| Debt / Equity | 0.6 | 0.5 | 0.4 | 0.3 |
| Debt / EBITDA | 2.0 | 2.4 | 1.8 | 1.2 |
| Current Ratio | 2.3 | 2.4 | 2.3 | 2.4 |

Source: Company, ICICI Direct Research

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