

Specialty improves but generics, CDMO continue to drag numbers...

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, APIs) Jubilant is engaged in CMO of sterile injectables, ophthalmics, otics and ointments, creams and liquids
- Revenue break-up (Q2FY23)- Generics - 10%, specialty pharma – 51%, CDMO sterile injectable – 19 % and CRDMO (CDMO-API + Drug Discovery) – 20%

Q2FY23 Results: Traction in specialty pharmaceuticals, & CRDMO was offset by muted numbers in generics and CDMO sterile injectables.

- Revenues were down 3.5% YoY to ₹ 1599 crore
- EBITDA was at ₹ 219 crore, down 35.6% YoY with margins at 13.7%
- Adjusted PAT was at ₹ 61.8 crore (down 57% YoY)

What should investors do? Jubilant's share price has de-grown by ~0.6x in the past three years (from ~₹ 543 in October 2019 to ~₹ 346 in October 2022) even after considering demerger of life science ingredients business into Jubilant Ingrevia.

- We upgrade from REDUCE to **HOLD** but continue to maintain our neutral stance due to 1) negative operating leverage in generics amid regulatory overhang and 2) weak return ratios. We continue to monitor traction from specialty pharmaceuticals & CRDMO

Target Price and Valuation: Valued at ₹ 395 i.e. 12x FY24E EPS of ₹ 32.8

Key triggers for future price performance:

- Expansion of capacity for sterile fill & finish at Spokane and Montreal
- Increase in CDMO order book visibility amid loss of Covid opportunities
- Ramp up in Ruby fill installations, embarking on executing turnaround plan in radio pharmacies with a target to achieve mid to high single digit EBITDA
- Expansion into non-US markets and resolving regulatory concerns over Roorkee and Nanjangud facility

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

- Quintessential play on Indian API/CRAMs segment
- BUY with a target price of ₹ 4655

HOLD



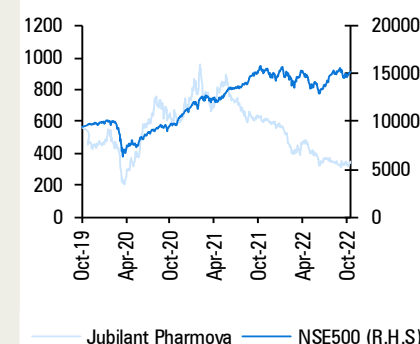
Particulars

Particular	Amount
Market Capitalisation	₹ 5501 crore
Debt (FY22)	₹ 3192 crore
Cash (FY22)	₹ 984 crore
EV	₹ 7709 crore
52 week H/L (₹)	₹ 656/₹ 282
Equity capital	₹ 15.9 crore
Face value	₹ 1

Shareholding pattern

(in %)	Dec-21	Mar-22	Jun-22	Sep-22
Promoter	50.7	50.7	50.7	50.7
Others	49.3	49.3	49.3	49.3

Price Chart



Recent Event & Key risks

- USFDA issues six observations for Roorkee facility
- Key Risk:** (i) Better traction in Radiopharma segment, (ii) Regulatory concerns

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Key Financial Summary

Key Financials (₹ crore)	FY20	FY21	FY22	5 year CAGR (FY17-22)	FY23E	FY24E	2 year CAGR (FY22-24E)
Revenues	5975.8	6098.5	6130.2	0.4	6422.7	6996.9	6.8
EBITDA	1548.0	1396.5	1156.3	-3.0	992.7	1191.0	1.5
EBITDA Margins (%)	25.9	22.9	18.9		15.5	17.0	
Adjusted Net Profit	710.7	595.3	413.9	-6.4	358.4	522.3	12.3
Reported EPS (₹)	42.6	36.1	26.0		19.0	32.8	
Adjusted EPS (₹)	44.7	37.4	26.0		22.5	32.8	
PE (x)	8.1	9.6	13.3		18.2	10.5	
EV/EBITDA (x)	5.8	5.5	6.7		8.1	6.5	
RoE (%)	12.7	12.6	7.8		6.4	8.6	
RoCE (%)	11.7	13.7	9.0		7.8	9.7	

Key takeaways of recent quarter & conference call highlights

Q2FY23 Results: Overall weak numbers despite improvement in speciality

- Revenues grew 9.4% YoY to ₹ 6331 crore, mainly driven by growth in US market due to favourable currency impact and new launches. Gross margins increased ~586 bps over previous year and ~735 bps sequentially, mainly driven by product mix (including new products), accruals related to production linked incentive scheme, which was partly offset by price erosion and provision made on inventory for Covid products. EBITDA margins grew 649 bps YoY to 30%. Adjusted PAT increased 13.3% YoY to ₹ 1100 crore. US business grew 48.1 % YoY to ₹ 2800 crore, growth driven by launch of gRevlimid and other products and favourable forex rates, which was offset by price erosion in some of key molecules. Europe grew 1.5 % YoY to ₹ 420 crore, growth driven by volume traction in base business and new product launches across markets, however, it was partially offset by price erosion in some molecules and the impact of adverse forex rates during the quarter. India revenues grew 1% YoY at ₹ 1150 crore, with growth impacted by higher base of Q2FY22, which included contribution from Covid product sales. Adjusted for this, growth is in double digit. Launched two new products during the quarter - Curaprox and Stig Russia and Other CIS revenues grew 2.5% YoY to ₹ 810 crore. In Russia, YoY growth of 4% was on account of new product launches, increase in sales prices and favourable movement of forex rates, partly offset by reduction in base volumes. In CIS, Year-on-year decline of 1 % due to reduction in base volumes and adverse movement of forex rates, partly offset by increase in sales prices and new product launches. RoW witnessed a de-growth of 19.6% YoY at ₹410 crore, de-growth was on account of reduction in the Covid product sales in current quarter vs. last year, decrease in sales prices, which was partly offset by new product launches. PSAI de-grew 23.1 % YoY to ₹ 643.4 crore, YoY decline was primarily on account lower volumes due to higher base in Q2 FY22 which had Covid product sales, partly offset by new product sales and favourable forex rates
- Jubilant Pharmova's revenue growth in specialty pharmaceuticals and CRDMO was offset by CDMO Sterile Injectables and Generics. On the generics front, the company has replied to the clarifications sought by the USFDA for Roorkee facility, expecting a response in Q4FY23. Generics along with CMO (sterile injectable + APIs) remain challenging on the growth front amid high Covid base and compliance issues at manufacturing facilities. In radio-pharmaceutical, ruby-fill installations are on track while the management is working on a turnaround plan for radio-pharmacies to reach EBITDA breakeven by FY24. Multiple issues are affecting several business segments and in absence of imminent key triggers, we expect the near to medium term overhang to remain on both revenue growth and profitability

Q2FY23 earnings conference call highlights

- Jubilant will continue to ramp-up Ruby-Fill installations in Radio-pharma business. Radiopharmacy business witnessed growth due to higher volumes as the management indicated at new product launches while turnaround plan is likely to post EBITDA breakeven by FY24
- In allergy immunotherapy, the management is looking to ramp up in the US and expand in non-US markets as well
- In the CDMO business, the management is working to undertake capacity expansion at Spokane, by 100% (one line will be commercialised by FY25 while another by FY27). Another line extension at Montreal facility will come on-stream by FY27
- Generics suffered due to the pricing pressure in the US generics market, lower volumes from Roorkee import alert and lower Remdesivir sales. The company has submitted its response to USFDA. Planning to rebalance R&D and cost reduction

- In CRDMO, Drug Discovery Services continued to maintain momentum from strong order book while API revenues were higher on volume growth and were poised to gain further from the asset upgradation programme at the Nanjangud plant
- The company is guiding for capex of ₹ 700-750 crore in FY23 primarily towards expansion in CDMO business and enhancement of CRDS capabilities and capacities. Another ₹ 250-300 crore is earmarked for product development expenditure
- The company incurred a one-off expense of ₹ 57 crore in exceptional items, to refinance existing US\$200 million bonds and US\$150 million term loan with a five-year US\$350 million bond term loan facility at favourable terms with lower interest costs

Exhibit 1: Variance Analysis

	Q2FY23	Q2FY22	Q1FY23	YoY (%)	QoQ (%)	Comments
Revenue	1,599.5	1,657.5	1,451.7	-3.5	10.2	Traction in specialty pharmaceuticals, CDMO & CRDMO was offset by muted numbers in generics.
Raw Material Expenses	483.1	439.2	387.0	10.0	24.8	
Gross margins (%)	69.8	73.5	73.3	-370 bps	-355 bps	
Employee Expenses	534.6	509.3	529.2	5.0	1.0	
Other Expenditure	363.1	369.4	343.2	-1.7	5.8	
Total Expenditure	1,380.8	1,318.0	1,259.3	4.8	9.6	
EBITDA	218.8	339.5	192.4	-35.6	13.7	
EBITDA (%)	13.7	20.5	13.3	-681 bps	42 bps	Declined mainly due to lower profitability in generics and radio-pharmacies segment
Interest	42.0	34.7	39.9	21.0	5.2	
Depreciation	94.0	99.8	94.6	-5.8	-0.7	
Other income	13.1	4.5	11.3	194.4	15.8	
Exceptional Items	56.8	0.0	0.0	0.0	0.0	
PBT after Exceptional Items	39.1	209.4	69.2	-81.3	-43.6	
Tax	31.5	65.4	22.3	-51.9	41.1	
Tax Rate (%)	80.6	31.2	32.2			
PAT before MI	7.6	144.0	46.9	-94.7	-83.8	
MI	0.0	-0.2	-0.3	NA	NA	
Adj. Net Profit	61.8	142.8	47.0	-56.8	31.3	
Key Metrics						
Generics	161.0	330.0	178.0	-51.2	-9.6	Generics suffered due to the pricing pressure in the US generics market, lower volumes from roorkee import alert and lower remdisivir sales.
Specialty Pharma	813.7	651.0	722.0	25.0	12.7	Radiopharmaceuticals which recovered from easing of Covid-19 pandemic and Radio pharmacies business witnessed growth due to higher volumes led by recovery from Covid-19 and new products
CDMO Sterile Injectables	299.0	0.0	263.0	0.0	13.7	Suffered due to plant shutdown twice in a year and covid related deals
CRDMO	320.0	0.0	280.0	0.0	14.3	Drug Discovery Services continues to maintain momentum from strong order book and our API revenues stood higher on volume growth

Source: Company, ICICI Direct Research

Exhibit 2: Change in estimates

(₹ Crore)	FY23E			FY24E			
	Old	New	Change	Old	New	Change	
Revenue	5,870.9	6,422.7	9.4	6,392.8	6,996.9	9.4	Changed mainly due to expected traction in specialty pharma.
EBITDA	922.3	992.7	7.6	1,182.9	1,191.0	0.7	
EBITDA Margin (%)	15.7	15.5	-25 bps	18.5	17.0	-148 bps	Changed mainly due to US price erosion and lower-than-expected operating leverage
PAT	253.0	301.6	19.2	416.2	522.3	25.5	Changed mainly due to lower interest costs and EBITDA break even from radiopharmacies
EPS (₹)	15.9	19.0	19.4	26.1	32.8	25.7	

Source: ICICI Direct Research

Exhibit 3: Assumptions

	Revenues	Growth	Adj. EPS	Growth	P/E	EV/EBITDA	RoNW	RoCE
	(₹ crore)	(%)	(₹)	(%)	(x)	(X)	(%)	(%)
FY21	6099	2.1	37.4	-15.3	9.6	5.5	12.6	13.7
FY22	6130	0.5	26.0	-27.9	13.3	6.7	7.8	9.0
FY23E	6423	4.8	22.5	-27.1	18.2	8.1	6.4	7.8
FY24E	6997	8.9	32.8	73.2	10.5	6.5	8.6	9.7

Source: ICICI Direct Research

Exhibit 4: ICICI Direct Coverage Universe (Healthcare)

Company	I-Direct Code	CMP (₹)	TP (₹)	Rating	M Cap (₹ cr)	EPS (₹)				PE(x)				RoCE (%)				RoE (%)			
						FY21	FY22	FY23E	FY24E	FY21	FY22	FY23E	FY24E	FY21	FY22	FY23E	FY24E	FY21	FY22	FY23E	FY24E
Hospitals																					
Apollo Hospitals	APOHOS	4432	5,080	Buy	63819	7.9	59.1	79.0	101.0	563.8	74.9	56.1	43.9	6.3	15.1	15.3	18.8	2.5	15.1	17.4	18.9
Narayana Hrudalaya	NARHRU	734	800	Buy	14974	-0.7	16.7	20.6	22.7	NA	43.9	35.7	32.4	1.2	20.5	19.6	19.7	-1.3	23.0	22.3	19.9
Shalby	SHALIM	143	150	Buy	1541	3.9	5.4	7.5	9.9	36.4	26.3	19.1	14.5	6.5	8.4	11.7	14.3	5.1	6.7	8.6	10.4
Aster DM	ASTDM	246	250	Buy	12280	3.0	10.5	10.8	16.7	83.0	23.3	22.8	14.7	5.4	9.0	9.4	12.5	4.4	13.3	12.0	15.6
Healthcare Global	HEAGLO	280	345	Buy	3892	-13.9	3.9	4.5	8.8	-13.9	72.4	61.5	31.7	-0.9	5.0	9.4	12.1	-0.9	5.0	6.8	11.6
MNC Pharma																					
Abbott India	ABBIND	18856	21,140	Hold	39597	325.0	375.9	427.7	528.6	58.0	50.2	44.1	35.7	33.8	36.6	37.1	37.3	26.5	28.3	28.9	28.8
P&G Health	MERLIM	4017	4,500	Hold	6829	106.5	116.0	124.8	140.6	37.7	34.6	32.2	28.6	32.2	39.8	36.0	33.8	25.1	31.2	28.1	26.2
Sanofi India	SANOFI	5596	6,885	Hold	12871	207.4	410.1	270.5	264.8	27.0	13.6	20.7	21.1	32.3	33.3	41.1	50.7	24.5	25.9	31.2	38.7
Pfizer	PFIZER	4380	4,480	Hold	20147	108.8	133.9	140.4	149.3	40.3	32.7	31.2	29.3	27.6	26.1	22.4	21.8	20.8	21.4	17.9	17.7
Pharma																					
Ajanta Pharma	AJAPHA	1293	1,495	Buy	16550	51.0	55.6	60.1	71.1	25.3	23.2	21.5	18.2	29.0	27.0	24.4	24.5	21.8	21.8	19.9	19.9
Alembic Pharma	ALEMPHA	549	590	Reduce	10809	62.8	27.8	15.3	26.9	8.7	19.8	35.9	20.4	25.1	10.6	6.5	10.5	24.1	10.4	5.6	9.1
Aurobindo Pharma	AURPHA	530	615	Hold	31032	55.0	47.4	41.1	51.3	9.6	11.2	12.9	10.3	16.9	12.9	11.5	13.3	14.7	11.3	9.0	10.1
Biocon	BIOCON	276	320	Hold	33178	6.3	5.7	5.5	11.3	44.1	48.5	50.7	24.4	7.7	7.5	4.1	6.5	9.9	8.1	2.8	5.5
Zydus Lifesciences	CADHEA	434	405	Hold	###	23.3	21.0	21.0	23.8	18.6	20.7	20.7	18.2	13.8	12.0	11.8	11.7	18.4	12.6	11.4	11.6
Cipla	CIPLA	1166	1,135	Buy	94088	29.9	32.9	38.6	45.8	39.0	35.4	30.2	25.4	16.3	16.7	17.9	19.0	13.1	12.7	13.3	14.1
Dr Reddy's Labs	DRREDD	4491	4,750	Buy	74554	117.3	126.9	203.4	191.0	38.3	35.4	22.1	23.5	13.1	13.0	19.1	18.1	11.1	11.0	15.4	13.0
Glenmark Pharma	GLEPHA	400	440	Hold	11270	32.9	42.7	39.5	44.9	12.2	9.4	10.1	8.9	13.9	14.8	14.7	14.4	13.1	13.2	11.0	11.2
Ipca Laboratories	IPCLAB	929	985	Hold	23595	44.9	34.8	27.5	35.1	20.7	26.7	33.8	26.5	27.1	17.4	14.3	16.3	24.2	16.1	11.4	13.0
Jubilant Pharmova	JUBLIF	348	340	Reduce	5534	37.4	26.0	15.9	26.1	9.3	13.4	21.9	13.3	13.7	9.0	6.1	8.6	12.6	7.8	4.6	7.0
Lupin	LUPIN	703	610	Reduce	32000	26.9	11.9	11.8	27.7	26.2	59.2	59.8	25.4	9.6	3.4	5.8	10.9	8.8	4.4	4.2	9.2
Natco Pharma	NATPHA	605	735	Hold	11071	24.2	9.3	41.6	42.3	25.0	65.0	14.5	14.3	13.1	4.6	18.1	16.9	10.7	4.0	15.5	13.9
Sun Pharma	SUNPHA	1012	1,125	Buy	242695	30.0	32.0	34.8	40.1	33.7	31.7	29.1	25.2	14.2	18.2	18.0	18.7	15.5	16.0	15.2	15.2
Torrent Pharma	TORPHA	1600	1,730	Buy	54083	37.0	32.0	40.0	46.7	43.3	49.9	40.0	34.3	17.6	19.7	19.1	21.4	21.4	18.2	19.8	19.7
Indoco Remedies	INDREM	340	525	Buy	3132	10.1	16.8	21.6	29.2	33.7	20.3	15.7	11.7	11.7	17.5	17.6	23.9	12.1	17.1	18.6	20.6
Caplin Point	CAPPOI	747	1,000	Buy	5674	81.7	85.3	70.4	73.0	9.1	8.8	10.6	10.2	25.3	23.7	22.6	0.0	20.4	20.2	18.7	17.5
Advanced Enzymes	ADVENZ	287	265	Reduce	3210	13.1	10.7	8.5	12.1	21.9	26.8	33.9	23.8	19.4	14.3	10.2	13.2	15.1	11.0	8.1	10.4
Hester Biosciences	HESPHA	1972	2,015	Reduce	1775	44.4	45.7	35.9	51.8	44.4	43.1	55.0	38.1	16.2	10.9	9.3	11.8	16.5	15.0	10.8	14.0
API/CRAMS																					
Divi's Lab	DIVLAB	3621	4,315	Buy	95958	74.7	111.5	93.0	113.5	48.4	32.5	38.9	31.9	27.6	30.2	22.8	24.4	21.3	25.2	18.4	19.2
Hikal	HIKCHE	330	290	Hold	4053	10.8	13.0	3.8	14.4	30.5	25.3	86.0	22.8	15.1	13.6	5.6	13.8	14.3	15.0	4.3	14.2
Syngene Int.	SYNINT	595	710	Buy	23855	10.1	9.9	11.5	14.6	58.8	60.3	51.6	40.8	11.5	11.7	12.8	15.2	13.5	12.9	12.4	13.7
Granules India	GRANUL	369	375	Buy	9156	22.2	16.6	21.9	26.8	16.7	22.2	16.9	13.8	24.0	15.6	18.6	20.5	25.3	16.0	17.6	17.9
Laurus Labs	LAULAB	459	675	Buy	24648	18.3	15.4	20.7	27.0	25.1	29.8	22.1	17.0	31.7	21.3	23.6	26.0	37.9	24.7	25.6	25.6
Suven Pharmaceutical	SUVPH	410	530	Hold	10458	14.2	17.8	17.0	17.6	28.8	23.0	24.1	23.2	31.2	37.5	28.7	25.0	30.7	29.7	23.0	20.0

Source: ICICI Direct Research

Financial Summary

Exhibit 5: Profit and loss statement		₹ crore			
(Year-end March)	FY21	FY22	FY23E	FY24E	
Revenues	6,098.5	6,130.2	6,422.7	6,996.9	
Growth (%)	2.1	0.5	4.8	8.9	
Raw Material Expenses	1,536.0	1,488.0	1,881.5	1,959.1	
Employee Expenses	1,922.9	2,043.4	2,195.0	2,349.5	
Selling & Admin expenses	1,243.2	1,442.4	1,353.5	1,497.3	
Power cost	105.8	28.7	0.0	0.0	
Total Operating Expenditure	4,702.1	4,973.8	5,430.0	5,805.9	
EBITDA	1,396.5	1,156.3	992.7	1,191.0	
Growth (%)	-9.8	-17.2	-14.2	20.0	
Depreciation	349.0	381.7	376.4	427.0	
Interest	184.1	145.5	135.8	87.7	
Other Income	17.6	11.3	52.0	57.3	
PBT before EO	881.1	640.4	532.5	733.5	
Less: Exceptional Items	21.2	0.0	56.8	0.0	
Total Tax	297.2	217.4	172.1	212.7	
Minority Interest	-0.3	-0.9	-0.8	-1.5	
PAT	574.1	413.9	301.6	522.3	
Growth (%)	-15.3	-27.9	-27.1	73.2	
EPS	36.1	26.0	19.0	32.8	
Adjusted PAT	595.3	413.9	358.4	522.3	
EPS (Adjusted)	37.4	26.0	22.5	32.8	

Source: Company, ICICI Direct Research

Exhibit 6: Cash flow statement		₹ crore			
(Year-end March)	FY21	FY22	FY23E	FY24E	
Profit/(Loss) after taxation	817.9	436.4	301.6	522.3	
Add: Depreciation	451.7	381.7	376.4	427.0	
Add: Interest paid	247.3	145.5	145.5	145.5	
(Inc)/dec in Current Assets	21.6	-135.6	-389.1	-162.1	
Inc/(dec) in CL and Provisions	228.3	-42.7	183.8	68.7	
Other Operating Activities	0.0	0.0	0.0	0.0	
CF from operating activities	1,766.7	785.3	618.2	1,001.4	
(Purchase)/Sale of FA	-514.3	-596.5	-750.0	-500.0	
Deferred Tax Liability	0.0	0.0	9.1	9.4	
Minority Interest	0.0	0.0	0.4	0.3	
Investments	-202.4	41.8	0.0	0.0	
Other Investing Activities	-86.7	62.7	-16.7	-18.3	
CF from investing activities	-803.4	-492.0	-757.2	-508.6	
Inc/(Dec) in Equity Capital	-10.1	0.0	0.0	0.0	
Inc/(Dec) in Loan Funds	-1,405.6	182.4	-500.0	-500.0	
Dividend & Dividend tax	-1.5	-80.1	-35.8	-47.7	
Less: Interest Paid	-247.3	-145.5	-145.5	-145.5	
Others	-44.9	10.6	0.0	0.0	
CF from financing activities	-1,709.4	-32.6	-681.3	-693.2	
Net Cash flow	-746.1	260.6	-820.2	-200.4	
Opening Cash	1,399.9	671.3	984.2	164.1	
Closing Cash	653.8	932.0	164.1	-36.3	
Free Cash Flow	1,252.4	188.8	-131.8	501.4	

Source: Company, ICICI Direct Research

Exhibit 7: Balance Sheet		₹ crore			
(Year-end March)	FY21	FY22	FY23E	FY24	
Equity Capital	15.9	15.9	15.9	15	
Reserve and Surplus	4,725.6	5,302.6	5,568.5	6,043	
Total Shareholders funds	4,741.5	5,318.6	5,584.4	6,058	
Total Debt	2,829.6	3,192.0	2,692.0	2,192	
Deferred Tax Liability	247.3	303.0	312.1	321	
Minority Interest	0.0	-2.2	-1.7	-1	
Other Non CL & LT Provisions	121.1	103.5	106.6	109.	
Total Liabilities	7,939.4	8,914.8	8,693.3	8,680.	
Gross Block - Fixed Assets	4,027.2	4,558.0	5,208.0	5,908	
Accumulated Depreciation	1,548.5	1,930.2	2,306.6	2,733	
Net Block	2,478.8	2,627.9	2,901.4	3,174	
Capital WIP	897.0	1,089.6	1,189.6	989	
Total Fixed Assets	3,375.8	3,717.4	4,091.0	4,164	
Investments	241.0	238.6	238.6	238	
Goodwill on Consolidation	2,130.0	2,242.8	2,242.8	2,242	
Inventory	1,129.4	1,254.9	1,586.7	1,652	
Debtors	819.9	928.0	974.9	1,061	
Cash	671.3	984.2	164.1	-36	
Other current Assets	331.9	342.1	352.4	362	
Total Current Assets	2,952.5	3,509.2	3,078.1	3,039	
Creditors	520.5	567.7	717.9	747	
Provisions	89.8	86.8	107.8	133	
Other Current Liabilities	368.4	421.5	434.1	447	
Total Current Liabilities	978.7	1,076.0	1,259.8	1,328	
Net Current Assets	1,973.8	2,433.2	1,818.2	1,711	
Deferred Tax Assets	154.7	161.3	177.4	195	
LT L & A, Other Non CA	64.2	121.6	125.3	129	
Application of Funds	7,939.4	8,914.8	8,693.3	8,680.	

Source: Company, ICICI Direct Research

Exhibit 8: Key ratios					
(Year-end March)	FY21	FY22	FY23E	FY24E	
Per share data (₹)					
Reported EPS	36.1	26.0	19.0	32.8	
Adjusted EPS	37.4	26.0	22.5	32.8	
BV per share	298.2	334.5	351.2	381.1	
Dividend per share	5.0	5.0	2.3	3.0	
Cash Per Share	42.2	61.9	10.3	-2.3	
Operating Ratios (%)					
Gross Profit Margins	74.8	75.7	70.7	72.0	
EBITDA Margins	22.9	18.9	15.5	17.0	
PAT Margins	9.8	6.8	5.6	7.5	
Inventory days	268.4	307.8	307.8	307.8	
Debtor days	49.1	55.3	55.4	55.3	
Creditor days	123.7	139.3	139.3	139.3	
Asset Turnover	2.3	1.2	1.4	1.2	
EBITDA conversion Rate	126.5	67.9	62.3	84.1	
Return Ratios (%)					
RoE	12.6	7.8	6.4	8.6	
RoCE	13.7	9.0	7.8	9.7	
RoIC	14.7	10.0	7.4	9.0	
Valuation Ratios (x)					
P/E	9.6	13.3	18.2	10.5	
EV / EBITDA	5.5	6.7	8.1	6.5	
EV / Net Sales	1.3	1.3	1.3	1.1	
Market Cap / Sales	0.9	0.9	0.9	0.8	
Price to Book Value	1.2	1.0	1.0	0.9	
Solvency Ratios					
Debt / Equity	0.6	0.6	0.5	0.4	
Debt / EBITDA	2.0	2.8	2.7	1.8	
Current Ratio	2.3	2.3	2.3	2.3	

Source: Company, ICICI Direct Research

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