

August 5, 2024

### **Q1FY25 Result Update**

☑ Change in Estimates | ☑ Target | ■ Reco

### **Change in Estimates**

	Cur	rent	Prev	/ious
	FY25E FY26E		FY25E	FY26E
Rating	В	UY	В	UY
Target Price	1,	250	1,	100
Sales (Rs. m)	30,137	33,740	29,882	33,492
% Chng.	0.9	0.7		
EBITDA (Rs. m)	10,598	12,197	10,558	11,934
% Chng.	0.4	2.2		
EPS (Rs.)	27.9	39.8	30.3	39.3
% Chng.	(7.6)	1.1		

### **Key Financials - Consolidated**

Y/e Mar	FY23	FY24	FY25E	FY26E
Sales (Rs. m)	16,852	20,091	30,137	33,740
EBITDA (Rs. m)	5,368	6,748	10,598	12,197
Margin (%)	31.9	33.6	35.2	36.2
PAT (Rs. m)	3,822	3,920	3,800	5,411
EPS (Rs.)	28.1	28.8	27.9	39.8
Gr. (%)	(6.0)	2.6	(3.1)	42.4
DPS (Rs.)	6.1	-	-	7.0
Yield (%)	0.5	-	-	0.6
RoE (%)	18.6	16.4	13.7	17.0
RoCE (%)	16.9	11.8	14.1	16.9
EV/Sales (x)	9.5	8.3	5.9	5.0
EV/EBITDA (x)	30.0	24.7	16.6	14.0
PE (x)	40.1	39.1	40.4	28.3
P/BV (x)	7.0	5.9	5.2	4.5

Key Data	ERIS.BO   ERIS IN
52-W High / Low	Rs.1,150 / Rs.785
Sensex / Nifty	80,982 / 24,718
Market Cap	Rs.153bn/ \$ 1,833m
Shares Outstanding	136m
3M Avg. Daily Value	Rs.220.83m

### **Shareholding Pattern (%)**

Promoter's	54.88
Foreign	14.59
Domestic Institution	16.23
Public & Others	14.30
Promoter Pledge (Rs bn)	-

### Stock Performance (%)

	1M	6M	12M
Absolute	8.4	26.4	41.1
Relative	6.4	12.6	14.6

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## **Eris Lifesciences (ERIS IN)**

Rating: BUY | CMP: Rs1,128 | TP: Rs1,250

# In line quarter; Strong start to business integration

### **Quick Pointers:**

- Guidance for +30bn of consolidated revenues with 35% OPM in FY25.
- Though GMs was down sharply overall OPM contraction was minimal due to fixed cost synergies.

Eris Lifesciences (ERIS) Q1FY25 EBITDA was in line with our estimate (Rs2.5bn; 47% YoY). Eris has opted for inorganic route to diversify and scale up existing portfolio. This has been implemented without diluting margins. We expect margins to sustain at +35% as revenue scales up from recent acquisitions which is currently operating at sub optimal profitability. The company has multiple growth levers such as broad based offerings in derma segment, opportunities in cardio metabolic market with patent expirations and benefits of operating leverage, as revenue scales up from these acquisitions. Our FY25 and FY26E EBITDA stands broadly unchanged while PAT for FY25 stand reduced by 8% due to higher tax. Our FY26E EPS broadly remain unchanged. We maintain 'BUY' rating with revised TP of Rs1,250.

- Revenue aided by acquired portfolio: ERIS reported strong revenue growth of 54% YoY aided by integration of Swiss parental and Biocon's nephro and derma business. Mgmt. cited base organic business growth was at 10%. Chronic/Sub-chronic accounts for 85% of revenues. Among various business acquired in FY24- Biocon Nephro and derma business reported 25% YoY growth, Swiss Parenterals reported Rs730mn of revenues and Biocon branded formulation business grew by 13% YoY in Q1.
- GMs lower due to change in product mix: EBITDA came in at Rs 2.5bn (up 47% YoY), in line with our estimate. OPM came in at ~34.7%. The YoY decline of 180bps was on account of integration of Biocon and Swiss Parenteral business. Base business OPM stood at 39%. GMs came in at 74.8% while base business GMs were up 280bps YoY at 86%. Depreciation & finance charges came in higher due to consolidation of new business. Tax rate at 22%. Resultant PAT came in at Rs832mn (down 5% YoY), vs our est of Rs 930mn.
- Key concall takeaways: Top three therapies (anti-diabetes, cardiovascular, VMN) account for 62% of portfolio while emerging therapies (derma, insulins, women's health, CNS, oncology, critical care, nephro) account for 38%. Market share in oral anti diabetic market stands at 5.6% with improved performance from large brands. Insourcing helped GMs of Derma portfolio increase 400bps to 80%. Biocon Derma +Nephro biz: Its Derma and Nephrology portfolio delivered 16% YoY revenue growth. Derma portfolio has 80 MRs with PCPM of 0.75mn\month. Guided for 25% revenue growth with OPM of 36%. Biocon branded formulation biz: Strong line of products in Onco & critical care space. Expect GMs to improve to 50% from current level of 40% driven by sourcing initiatives. Guided for Rs4.6bn of revenues in FY25. Swiss Parenteral: Current order book stands at Rs 1.3bn. Filed 11 new products in Q1FY25 in opthal, CNS and Anti biotic space. Guided for Rs3.3bn of revenue and EBITDA of Rs1.15bn in FY25. Capex of Rs1-1.2bn in FY25. ETR at 25%. Net debt stands at Rs 27.4bn.

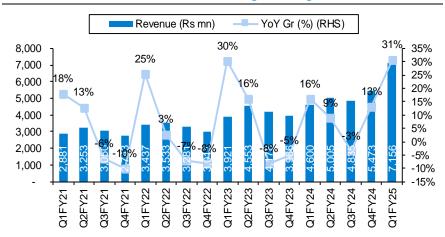


Exhibit 1: Q1FY25 Result Overview (Rs mn): Higher Revenues on account of recent acquisitions

Y/e March	Q1FY25	Q1FY24	YoY gr. (%)	Q4FY24	QoQ gr. (%)	FY24	FY23	YoY gr. (%)
Net Sales	7,197	4,666	54.2	5,509	30.6	20,091	16,851	19.2
Raw Material	1,806	784	130.3	1,182	52.8	3,800	3,524	7.9
% of Net Sales	25.1	16.8		21.5		18.9	20.9	
Personnel Cost	1,326	1,041	27.4	1,025	29.4	4,038	3,466	16.5
% of Net Sales	18.4	22.3		18.6		20.1	20.6	
Others	1,565	1,143	36.9	1,818	(13.9)	5,504	4,495	22.5
% of Net Sales	21.7	24.5		33.0		27.4	26.7	
Total Expenditure	4,697	2,968	58.3	4,025	16.7	13,342	11,484	16.2
EBITDA	2,500	1,698	47.2	1,484	68.4	6,749	5,367	25.7
Margin (%)	34.7	36.4		26.9		33.6	31.9	
Depreciation	759	409	85.7	539	40.9	1,826	1,171	56.0
EBIT	1,741	1,289	35.0	945	84.1	4,923	4,197	17.3
Other Income	16	10	64.0	151	(89.2)	238	112	113.6
Interest	604	174	247.0	330	82.8	848	262	
PBT	1,153	1,125	2.5	766	50.5	4,313	4,046	6.6
Total Taxes	259	188	37.8	(30)	(967.4)	342	305	12.0
ETR (%)	22.5	16.7		(3.9)		7.9	7.5	
Minority Income	62	(12)		87		51	(80)	
Reported PAT	832	949	(12.4)	710	17.2	3,921	3,822	2.6

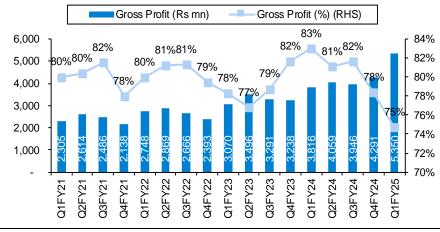
Source: Company, PL

Exhibit 2: Growth momentum continues; organic biz growth at 10%



Source: Company, PL

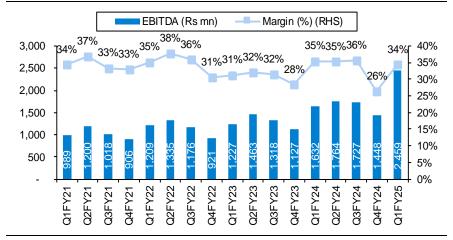
Exhibit 3: Shift in product mix impacted margins YoY



Source: Company, PL

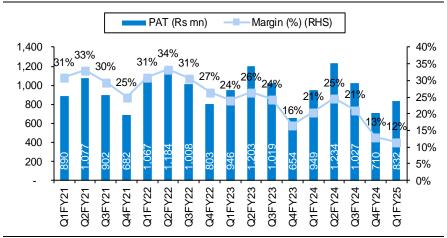


Exhibit 4: Portfolio integration led to margin decline YoY



Source: Company, PL

Exhibit 5: Increase in tax rate impacted profitability



Source: Company, PL



### **Financials**

Income Statement	(Rs m
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Y/e Mar	FY23	FY24	FY25E	FY26E
Net Revenues	16,852	20,091	30,137	33,740
YoY gr. (%)	25.1	19.2	50.0	12.0
Cost of Goods Sold	3,524	3,800	6,931	7,423
Gross Profit	13,329	16,291	23,205	26,318
Margin (%)	79.1	81.1	77.0	78.0
Employee Cost	3,462	4,038	5,452	6,106
Other Expenses	4,499	5,505	7,156	8,015
EBITDA	5,368	6,748	10,598	12,197
YoY gr. (%)	10.7	25.7	57.0	15.1
Margin (%)	31.9	33.6	35.2	36.2
Depreciation and Amortization	1,171	1,826	3,130	3,355
EBIT	4,197	4,922	7,468	8,842
Margin (%)	24.9	24.5	24.8	26.2
Net Interest	262	848	2,335	1,735
Other Income	112	238	100	150
Profit Before Tax	4,047	4,312	5,233	7,257
Margin (%)	24.0	21.5	17.4	21.5
Total Tax	305	342	1,203	1,597
Effective tax rate (%)	7.5	7.9	23.0	22.0
Profit after tax	3,742	3,971	4,029	5,661
Minority interest	(80)	51	229	250
Share Profit from Associate	-	-	-	-
Adjusted PAT	3,822	3,920	3,800	5,411
YoY gr. (%)	(5.9)	2.6	(3.1)	42.4
Margin (%)	22.7	19.5	12.6	16.0
Extra Ord. Income / (Exp)	-	-	-	-
Reported PAT	3,822	3,920	3,800	5,411
YoY gr. (%)	(5.9)	2.6	(3.1)	42.4
Margin (%)	22.7	19.5	12.6	16.0
Other Comprehensive Income	-	-	-	-
Total Comprehensive Income	3,822	3,920	3,800	5,411
Equity Shares O/s (m)	136	136	136	136
EPS (Rs)	28.1	28.8	27.9	39.8

Source: Company Data, PL Research

<b>Balance Sheet Abstract (Rs</b>	m)			
Y/e Mar	FY23	FY24	FY25E	FY26E
Non-Current Assets				
Gross Block	26,370	40,499	54,919	55,919
Tangibles	26,366	40,493	54,913	55,913
Intangibles	3	6	6	6
Acc: Dep / Amortization	4,004	5,830	8,960	12,315
Tangibles	4,004	5,830	8,960	12,315
Intangibles	-	-	-	
Net fixed assets	22,365	34,669	45,959	43,604
Tangibles	22,362	34,663	45,953	43,598
Intangibles	3	6	6	6
Capital Work In Progress	214	191	191	191
Goodwill	3,318	8,612	8,612	8,612
Non-Current Investments	67	155	155	155
Net Deferred tax assets	163	(2,359)	(2,359)	(2,359
Other Non-Current Assets	312	771	771	771
Current Assets				
Investments	300	0	0	(
Inventories	1,314	1,890	2,807	3,143
Trade receivables	2,927	4,220	6,027	6,748
Cash & Bank Balance	585	14,006	412	563
Other Current Assets	2,481	2,848	2,848	2,848
Total Assets	36,673	70,488	70,908	69,761
Equity				
Equity Share Capital	136	136	136	136
Other Equity	21,824	25,725	29,525	33,984
Total Networth	21,960	25,861	29,661	34,120
Non-Current Liabilities				
Long Term borrowings	6,444	6,545	6,045	6,045
Provisions	-	-	-	
Other non current liabilities	-	-	-	
Current Liabilities				
ST Debt / Current of LT Debt	1,856	20,808	17,308	11,308
Trade payables	1,248	2,683	3,303	3,698
Other current liabilities	2,342	2,804	2,804	2,804
Total Equity & Liabilities	36,673	70,488	70,908	69,761

Source: Company Data, PL Research

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Cash Flow (Rs m)				
Y/e Mar	FY23	FY24	FY25E	FY26E
PBT	4,047	4,312	5,233	7,257
Add. Depreciation	1,171	1,826	3,130	3,355
Add. Interest	262	848	2,335	1,735
Less Financial Other Income	112	238	100	150
Add. Other	(35)	(137)	(229)	(400)
Op. profit before WC changes	5,445	6,849	10,469	11,947
Net Changes-WC	(1,755)	(987)	(2,105)	(662)
Direct tax	(772)	(1,002)	(1,203)	(1,597)
Net cash from Op. activities	2,917	4,860	7,160	9,689
Capital expenditures	(14,969)	(6,960)	(14,420)	(1,000)
Interest / Dividend Income	-	-	-	-
Others	5,148	-	-	-
Net Cash from Invt. activities	(9,821)	(6,960)	(14,420)	(1,000)
Issue of share cap. / premium	23	45	-	-
Debt changes	7,850	14,637	(4,000)	(6,000)
Dividend paid	(999)	-	-	(952)
Interest paid	(234)	(773)	(2,335)	(1,735)
Others	325	1,612	100	150
Net cash from Fin. activities	6,964	15,521	(6,235)	(8,537)
Net change in cash	60	13,422	(13,494)	152
Free Cash Flow	(12,052)	(2,100)	(7,260)	8,689

Source: Company Data, PL Research

Y/e Mar	Q2FY24	Q3FY24	Q4FY24	Q1FY25
Net Revenue	5,053	4,863	5,509	7,197
YoY gr. (%)	9.7	14.9	36.8	54.2
Raw Material Expenses	946	889	1,182	1,806
Gross Profit	4,107	3,974	4,327	5,391
Margin (%)	81.3	81.7	78.5	74.9
EBITDA	1,811	1,755	1,484	2,500
YoY gr. (%)	19.6	27.9	24.8	47.2
Margin (%)	35.8	36.1	26.9	34.7
Depreciation / Depletion	421	457	539	759
EBIT	1,391	1,298	945	1,741
Margin (%)	27.5	26.7	17.2	24.2
Net Interest	163	181	330	604
Other Income	35	42	151	16
Profit before Tax	1,262	1,159	766	1,153
Margin (%)	25.0	23.8	13.9	16.0
Total Tax	39	144	(30)	259
Effective tax rate (%)	3.1	12.4	(3.9)	22.5
Profit after Tax	1,223	1,015	796	894
Minority interest	(11)	(13)	87	62
Share Profit from Associates	-	-	-	-
Adjusted PAT	1,234	1,027	710	832
YoY gr. (%)	2.6	0.9	8.5	(12.4)
Margin (%)	24.4	21.1	12.9	11.6
Extra Ord. Income / (Exp)	-	-	-	-
Reported PAT	1,234	1,027	710	832
YoY gr. (%)	2.6	0.9	8.5	(12.4)
Margin (%)	24.4	21.1	12.9	11.6
Other Comprehensive Income	-	-	-	-
Total Comprehensive Income	1,234	1,027	710	832
Avg. Shares O/s (m)	138	138	138	138
EPS (Rs)	8.9	7.4	5.1	6.0

Source: Company Data, PL Research

Key Financial Metrics						
Y/e Mar	FY23	FY24	FY25E	FY26E		
Per Share(Rs)						
EPS	28.1	28.8	27.9	39.8		
CEPS	36.7	42.3	51.0	64.5		
BVPS	161.5	190.2	218.1	250.9		
FCF	(88.6)	(15.4)	(53.4)	63.9		
DPS	6.1	-	-	7.0		
Return Ratio(%)						
RoCE	16.9	11.8	14.1	16.9		
ROIC	11.7	8.7	10.6	12.8		
RoE	18.6	16.4	13.7	17.0		
Balance Sheet						
Net Debt : Equity (x)	0.3	0.5	0.8	0.5		
Net Working Capital (Days)	65	62	67	67		
Valuation(x)						
PER	40.1	39.1	40.4	28.3		
P/B	7.0	5.9	5.2	4.5		
P/CEPS	30.7	26.7	22.1	17.5		
EV/EBITDA	30.0	24.7	16.6	14.0		
EV/Sales	9.5	8.3	5.9	5.0		
Dividend Yield (%)	0.5	-	-	0.6		

Source: Company Data, PL Research





### **Analyst Coverage Universe**

Sr. No.	Company Name	Rating	TP (Rs)	Share Price (Rs)
1	Apollo Hospitals Enterprise	BUY	7,050	6,335
2	Aster DM Healthcare	BUY	400	368
3	Aurobindo Pharma	Accumulate	1,300	1,304
4	Cipla	Accumulate	1,680	1,575
5	Divi's Laboratories	Accumulate	4,350	4,626
6	Dr. Reddy's Laboratories	Reduce	6,000	6,879
7	Eris Lifesciences	BUY	1,100	1,012
8	Fortis Healthcare	BUY	515	460
9	Glenmark Pharmaceuticals	Reduce	570	1,017
10	HealthCare Global Enterprises	BUY	420	377
11	Indoco Remedies	Accumulate	320	322
12	Ipca Laboratories	Reduce	1,150	1,193
13	J.B. Chemicals & Pharmaceuticals	BUY	1,920	1,743
14	Jupiter Life Line Hospitals	BUY	1,360	1,330
15	Krishna Institute of Medical Sciences	BUY	2,200	2,135
16	Lupin	Hold	1,675	1,770
17	Max Healthcare Institute	BUY	975	916
18	Narayana Hrudayalaya	BUY	1,335	1,246
19	Sun Pharmaceutical Industries	BUY	1,885	1,715
20	Sunteck Realty	BUY	600	471
21	Torrent Pharmaceuticals	Accumulate	3,300	3,162
22	Zydus Lifesciences	Accumulate	1,130	1,162

### PL's Recommendation Nomenclature (Absolute Performance)

 Buy
 : > 15%

 Accumulate
 : 5% to 15%

 Hold
 : +5% to -5%

 Reduce
 : -5% to -15%

 Sell
 : < -15%</td>

Not Rated (NR) : No specific call on the stock
Under Review (UR) : Rating likely to change shortly



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