

06 August 2025

India | Equity Research | Results Update

# **Aurobindo Pharma**

Pharma

# ex-Revlimid traction steady; growth catalysts intact

Aurobindo's Q1FY26 result was dragged by lower revenue of gRevlimid (impact of 2% YoY/~7% QoQ) and API (-16% YoY). Gross / EBITDA margins at 58.8%/20.4% were impacted by lower gRevlimid and PLI income and Pen-g plant cost (INR 500mn). While gRevlimid's revenue for next two quarters may be soft, management has maintained its EBITDA margin guidance of 20-21% for FY26 (20.8% in FY26). Manufacturing at Pen-G plant resumed in Jul'25 and a pick-up is likely in Q3FY26. Acquisition of Lannett could complete in nine months and may add 6-7% to revenue and ~2% to EPS (not factored in our estimates) in FY27E. Timeline for other growth projects like biosimilars and biologic CDMO is intact for H2FY26. Cut FY26E EPS by ~7% to factor in lower gRevlimid sales and other income. Upgrade to **BUY** but trim TP to INR 1,300, based on 16x FY27E EPS.

### Revenue growth muted; lower other income dampens profit

Aurobindo's Q1FY26 revenue grew 4.0% YoY (-6.1% QoQ) to INR 78.7bn (I-Sec: INR 83.6bn) driven by Europe, growth markets and ARV business. Gross margin contracted 56bps YoY (-27bps QoQ) to 58.8% due to lower sales of gRevlimid. EBITDA declined 1.0% YoY (-10.5% QoQ) to INR 16.0bn (I-Sec: INR 18.1bn). Margin contracted 102bps YoY (100bps QoQ) to 20.4% (I-Sec: 21.7%). Lower other income (-52% YoY) dragged profit growth. Adj. PAT declined 10.2% YoY (-8.7% QoQ) to INR 8.3bn (I-Sec: INR 10.4bn).

## Lower gRevlimid sales drag US growth; EU sustains momentum

US sales declined 4.2% YoY (-13.2% QoQ) at USD 408mn (I-Sec: USD 456mn), mainly due to lower sales of gRevlimid (down INR 1.5bn vs Q1FY25 and INR 5.5bn vs Q4FY25) and inventory destocking by customer. US sales are likely to be muted over FY25-27E. Europe grew a robust 18.0% YoY (+8.9% QoQ) to INR 23.4bn led by traction across key markets. Growth markets' revenue grew 8.9% YoY (-1.8% QoQ) to INR 7.7bn. ARV's revenue grew 55.0% YoY (+15.3% QoQ) to INR 3.6bn aided by additional business opportunities. APIs declined 16.1% YoY (-14.3% QoQ) to INR 9.2bn.

#### Operations at Pen-G plant set to scale up

Manufacturing at Pen-g plant has resumed post remediation from 1<sup>st</sup> Jul'25. Management is confident of scaling up manufacturing to 7000-9000 tons in the near term. Managements expects PLI incentive of INR 1.5bn in FY26 and positive EBITDA from Q3FY26.

## **Financial Summary**

| Y/E March (INR mn) | FY24A   | FY25A   | FY26E   | FY27E   |
|--------------------|---------|---------|---------|---------|
| Net Revenue        | 290,019 | 317,237 | 332,472 | 377,901 |
| EBITDA             | 58,430  | 66,054  | 69,616  | 82,151  |
| EBITDA Margin (%)  | 20.1    | 20.8    | 20.9    | 21.7    |
| Net Profit         | 33,118  | 35,015  | 37,662  | 47,880  |
| EPS (INR)          | 56.5    | 60.3    | 64.8    | 82.4    |
| EPS % Chg YoY      | 69.3    | 6.7     | 7.6     | 27.1    |
| P/E (x)            | 20.0    | 18.2    | 16.7    | 13.1    |
| EV/EBITDA (x)      | 10.8    | 9.5     | 8.4     | 6.8     |
| RoCE (%)           | 10.6    | 10.2    | 10.0    | 11.7    |
| RoE (%)            | 11.7    | 11.2    | 11.0    | 12.8    |

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#### **Market Data**

| Market Cap (INR)    | 627bn      |
|---------------------|------------|
| Market Cap (USD)    | 7,141mn    |
| Bloomberg Code      | ARBP IN    |
| Reuters Code        | ARBN.BO    |
| 52-week Range (INR) | 1,593 /994 |
| Free Float (%)      | 48.0       |
| ADTV-3M (mn) (USD)  | 15.8       |

| Price Performance (%) | 3m     | 6m     | 12m    |
|-----------------------|--------|--------|--------|
| Absolute              | (13.1) | (9.4)  | (24.1) |
| Relative to Sensex    | (13.0) | (12.6) | (26.5) |

| ESG Score   | 2023 | 2024 | Change |
|-------------|------|------|--------|
| ESG score   | 66.0 | 66.3 | 0.3    |
| Environment | 56.2 | 62.4 | 6.2    |
| Social      | 50.9 | 50.0 | (0.9)  |
| Governance  | 81.7 | 84.2 | 2.5    |

**Note** - Score ranges from 0 - 100 with a higher score indicating higher ESG disclosures.

Source: SES ESG, I-sec research

| Earnings Revisions (%) | FY26E | FY27E |
|------------------------|-------|-------|
| Revenue                | (3.0) | (0.1) |
| EBITDA                 | (3.0) | (0.1) |
| EPS                    | (7.1) | (1.0) |

#### **Previous Reports**

28-05-2025: <u>Q4FY25 results review</u> 08-02-2025: <u>Q3FY25 results review</u>



# Biosimilar filings on track; Supplies to EU to start in H2FY26

Aurobindo's first set of biosimilars in Europe, including filgrastim peg-filgrastim and trastuzumab, are likely to be launched by Q3FY26. Management expects double-digit revenue growth in the biosimilar business from FY27. The company has invested ~USD 400mn in biosimilar business so far. Phase 3 trial for Denosumab has been completed and will be filed in Europe and US in H2FY26. Clinical study for Omalizumab (limited competition opportunity for FY28) is likely to complete by CY25 end and will be filed in EU in Q4FY26. Curateq is likely to record biosimilars sales of USD 250-400mn by FY30-31 and turn EBITDA positive by FY28-29.

#### Valuation and risks

Aurobindo has been able to sustain EBITDA margin at ~20% despite a sales shortfall for gRevlimid, lower PLI income and operating cost of Pen-G plant (INR 500mn). As operations at Pen-G plant turn profitable, we believe margins are likely to improve to 21-22% vs. current guidance of 20-21% for FY26. Besides, lower sales of gRevlimid are unlikely to create any material dent in US sales for the next couple of quarters; Q4FY26 (INR 5.5bn sales in Q4FY25) though may be sluggish due to higher base of gRevlimid revenue. Momentum in Europe is likely to be maintained ahead. Management has maintained its revenue guidance of EUR 1bn sales in FY26. It has resumed manufacturing at Pen-G plant post remediation and aims to generate positive EBITDA from Q3FY26. Additionally, revenue generation from biosimilars (supplies commencing from Q3FY26) and China plant (revenue generation from Q2FY26) could aid growth momentum. Aurobindo is also adding two more 15KL mammalian lines under its contract manufacturing collaboration with Merck Sharpe and Dohme (MSD Singapore). Civil work of this plant is ongoing and in FY27 it expects to commission this plant; revenue generation to start in FY28.

We cut FY26E EPS by  $\sim$ 7% to factor in lower gRevlimid revenue and other income and maintain our FY27 estimates. The stock currently trades at 16.7x FY26E and 13.1x FY27E earnings, and EV/EBITDA multiples of 8.4x FY26E and 6.8x FY27E. We upgrade to **BUY** (earlier *Add*) but lower target price to INR 1,300 (INR 1,330 earlier), based on 16x FY27E EPS (unchanged).

Key downside risks: Regulatory hurdles, currency volatility and delay in US launches.



# Q1FY26 conference call: Highlights

#### US

- Decline in US revenue was due to lower sales of gRevlimid, inventory destocking due to tariff impact (~15-30 days impact).
- Revenue contribution from gRevlimid was lower by INR 1.5bn vs. Q1FY25 and lower by INR 5.5bn in Q4FY25.
- Management does not expect any material uptick in gRevlimid sales for next two
  quarters as it has already supplied its allocated volume for the year. However, post
  patent expiry (Feb'26 onwards), the company expects a significant increase in the
  volume of the product.
- It launched 15 products in US in Q1FY26.

# Lannett acquisition

- Acquisition of Lannett will require clearance from US FTC, timeline of completion of 8-12 months can be expedited if it gets an early clearance from FTC.
- The acquisition adds portfolio of controlled substances and in-licensed products coupled with a strong business development team.
- Lannett has a portfolio of 70+ products in niche area of controlled substance and most products are under shortage.
- Pricing is stable in the portfolio. The company may look to rationalise resources to improve margins.
- It also has a CMO division spread across some countries. Aurobindo has good presence in those countries and can help it in scaling further.
- Lannett had discontinued few products in the past due to sourcing issues; management believes it can re-launch those products.
- Current capacity utilisation at Lannett's plant is 40%.
- Post acquisition the company will work towards improving Lannett's gross and EBITDA margins.

#### Eugia

- Injectable division posts 11% YoY/QoQ growth in Q1.
- The company has invited USFDA for re-inspection of Eugia plant 3.
- Through Vizag plant (Unit 5) it will file more than 20 products in next 2 years.
- It generates annualised injectable revenue of USD 100mn from Europe and USD 50mn from RoW markets.

#### Pen-G project

- Plant has received certification from Andhra Pradesh Pollution Control Board. Production resumed in Jul'25 and it has already achieved good yield. By Sep'25, it will touch a production target of 7000-8000 tons and is likely to receive INR 1.5bn in PLI incentive from this project in FY26.
- Management is confident of generating positive EBITDA from Q3FY26 (drag of INR 500mn in Q1FY26).



- Market price for Pen-G is ~USD 20; it will achieve breakeven if prices remain at these levels.
- Clarity on government imposing minimum input price (MIP) will emerge by next quarter.

## **Europe**

- Maintains revenue guidance of over Euro 1bn from Europe in FY26.
- The company is steadily shifting products to captive plants (~50%) which has boosted EBITDA margin to high teens.
- It may add two more oncology lines for Europe as demand is exceeding supplies.

#### **Biologic CMO**

 The company has spent USD 30mn (INR 10bn project) so far on setting up two 15KL mammalian line. It will further add two more lines (capex of INR 3.5-4bn) for this project by FY28.

#### **Biosimilars**

- Supplies to three biosimilars for Europe is likely in H2FY26. The company will generate a small quantum of revenue in first 6 months of supplies.
- Gross margin in this biz will be ~50%. Management believes its EBITDA margin in biosimilars will be better than company level margin.

#### API

- Sales growth was impacted due to geopolitical challenges, business mix and pricing pressure.
- Fall in volumes was lesser than the decline in revenue of 16%.

#### China plant

- It has invested USD 145mn towards setting up a capacity of 2bn+ units at China facility.
- Commenced production from Q4FY25 and invoicing started from Q1FY26.
- Revenue contribution from this plant will start from Q2FY26 and operations are likely to achieve EBITDA breakeven by Q3FY26.

# Guidance

• Maintained EBITDA margin guidance of 20-21% for FY26.

#### Q1FY26 performance

- Excluding gRevlimid impact, Q1 EBITDA grew 12% YoY (reported -1%).
- Gross margin was supported by lower RM price and better mix.
- Incurred capex of USD 73mn in the quarter vs. USD 100mn earlier leading to improved cash generation.
- Net cash stood at USD 140mn as of Jun'25 vs. USD 42mn as of Mar'25.
- Gross debt reduced to USD 884mn from USD 930mn.



**Exhibit 1: Quarter review** 

| Y/E Mar (INR mn)   | Q1FY26 | Q1FY25         | YoY(%)    | Q4FY25 | QoQ (%)   | FY25     | FY24     | YoY(%)  |
|--------------------|--------|----------------|-----------|--------|-----------|----------|----------|---------|
| Net Sales          | 78,681 | 75,670         | 4.0       | 83,821 | -6.1      | 3,17,237 | 2,90,019 | 9.4     |
| Gross Profit       | 46,289 | 44,943         | 3.0       | 49,542 | -6.6      | 1,86,975 | 1,63,990 | 14.0    |
| Gross Margins (%)  | 58.8   | 59.4           | (56 bps)  | 59.1   | (27 bps)  | 58.9     | 56.5     | 239 bps |
| Employee cost      | 12,288 | 10,720         | 14.6      | 11,626 | 5.7       | 44,756.2 | 39,229.4 | 14.1    |
| Other expenses     | 14,297 | 14,638         | -2.3      | 15,767 | -9.3      | 59,944   | 51,550   | 16.3    |
| R&D                | 3,670  | 3,390          | 8.3       | 4,230  | -13.2     | 16,220   | 14,780   | 9.7     |
| EBITDA             | 16,034 | <u> 16,196</u> | -1.0      | 17,919 | -10.5     | 66,054   | 69,616   | -5.1    |
| EBITDA Margins (%) | 20.4   | 21.4           | (102 bps) | 21.4   | (100 bps) | 21       | 20       | 67bps   |
| Other Income       | 1,053  | 2,199          | -52.1     | 1,348  | -21.9     | 6,219    | 5,574    | 11.6    |
| Interest           | 978    | 1,110          | -12.0     | 1,150  | -15.0     | 4,572    | 2,897    | 57.8    |
| Depreciation       | 4,057  | 4,042          | 0.4       | 4,444  | -8.7      | 16,494   | 15,217   | 8.4     |
| PBT                | 12,053 | 13,243         | -9.0      | 13,673 | -11.8     | 50,663   | 43,800   | 15.7    |
| Tax                | 3,826  | 4,057          | -5.7      | 4,323  | -11.5     | 15,827   | 12,110   | 30.7    |
| Tax Rate (%)       | 31.7   | 30.6           |           | 31.6   |           | 31       | 28       |         |
| Reported PAT       | 8,248  | 9,192          | -10.3     | 9,035  | -8.7      | 34,859   | 31,730   | 9.9     |
| Exceptional Items  | -4     | 10             |           | 0      |           | -227     | -1,919   |         |
| Adjusted PAT       | 8,250  | 9,185          | -10.2     | 9,035  | -8.7      | 35,015   | 33,118   | 5.7     |
| NPM (%)            | 10.5   | 12.1           |           | 10.8   |           | 11       | 11       |         |

Source: Company data, I-Sec research

**Exhibit 2: Business mix** 

| INR mn             | Q3FY23 | Q4FY23 | Q1FY24 | Q2FY24 | Q3FY24 | Q4FY24 | Q1FY25 | Q2FY25 | Q3FY25 | Q4FY25 | Q1FY26 | % YoY  | % QoQ  |
|--------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Formulations       | 54,525 | 53,620 | 58,170 | 60,530 | 62,900 | 65,100 | 64,750 | 66,400 | 69,720 | 73,130 | 69,530 | 7.4    | (4.9)  |
| US                 | 30,012 | 29,510 | 33,040 | 34,700 | 37,560 | 35,880 | 35,550 | 35,300 | 36,710 | 40,720 | 34,880 | (1.9)  | (14.3) |
| EU                 | 17,012 | 16,600 | 18,370 | 17,690 | 17,280 | 18,320 | 19,820 | 21,050 | 21,210 | 21,470 | 23,380 | 18.0   | 8.9    |
| ARV                | 2,512  | 1,810  | 1,900  | 2,500  | 1,790  | 2,380  | 2,290  | 1,930  | 3,070  | 3,080  | 3,550  | 55.0   | 15.3   |
| RoW                | 4,989  | 5,700  | 4,860  | 5,640  | 6,270  | 8,520  | 7,090  | 8,120  | 8,730  | 7,860  | 7,720  | 8.9    | (1.8)  |
| Active Ingredients | 9,546  | 10,170 | 10,330 | 11,660 | 10,220 | 10,190 | 10,920 | 11,560 | 10,060 | 10,690 | 9,160  | (16.1) | (14.3) |
| Total              | 64,071 | 63,790 | 68,500 | 72,190 | 73,120 | 75,290 | 75,670 | 77,960 | 79,780 | 83,820 | 78,690 | 4.0    | (6.1)  |
| US (USD mn)        | 355    | 359    | 382    | 409    | 451    | 432    | 426    | 421    | 435    | 470    | 408    | (4.2)  | (13.2) |

Source: Company data, I-Sec research

# Exhibit 3: Aurobindo's biosimilar pipeline

| Key Products (market size in USD Bn) | Therapy Segment     | Biosimilar         | Current Status   |
|--------------------------------------|---------------------|--------------------|--|
|                                      |                     | Avastin            | Completed recruitment of phase 3 study in patients with non-small cell |
| BP01 (6.2 bn)                        | Oncology            | (bevacizumab)      | lung cancer.   |
|                                      |                     |                    | Completed phase 3 clinical study in women with post-menopausal         |
| BP16 (5.7 bn)                        | Immunology/Oncology | Prolia (denosumab) | osteoporosis and is on track for filing in Q3FY26.                     |
|                                      |                     | Xolair             | Phase 3 clinical study in chronic spontaneous urticaria patients to be |
| BP11 (4.0 bn)                        | Respiratory         | (omalizumab)       | completed in Q3FY26.   |

Source: I-Sec research, Company data

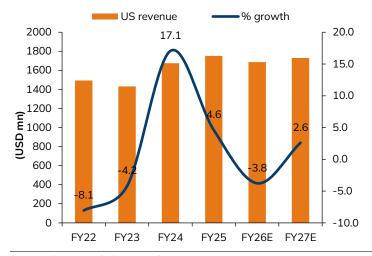
# *ÎICICI Securities*

Exhibit 4: US revenue declined due to lower gRevlimid sales



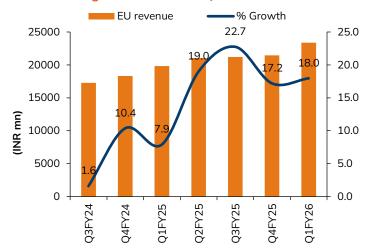
Source: I-Sec research, Company data

Exhibit 5: US revenue likely to be muted over FY25-27E



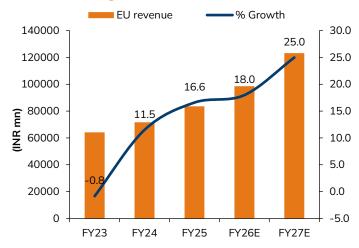
Source: I-Sec research, Company data

Exhibit 6: EU grew 18% YoY in Q1FY26



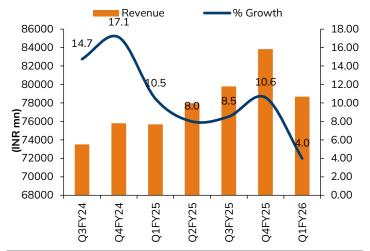
Source: I-Sec research, Company data

Exhibit 7: EU to grow at ~21.5% CAGR over FY25-27E



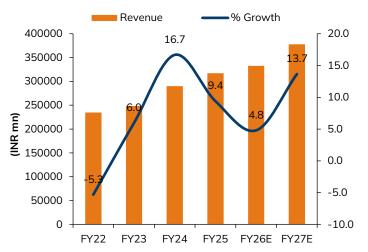
Source: I-Sec research, Company data

Exhibit 8: Growth driven by continued traction in Europe and ARV segment



Source: I-Sec research, Company data

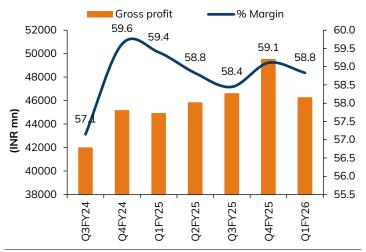
Exhibit 9: Total revenue to register ~9% CAGR over FY25—27E



Source: I-Sec research, Company data

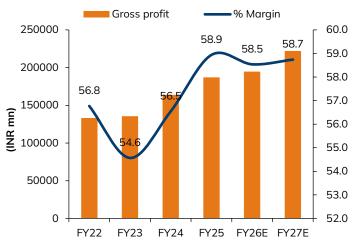
# *ÎICICI Securities*

Exhibit 10: Gross margin contracted 56bps YoY



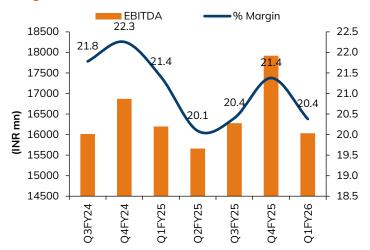
Source: I-Sec research, Company data

Exhibit 11: Gross margin likely to be stable ahead at ~59%



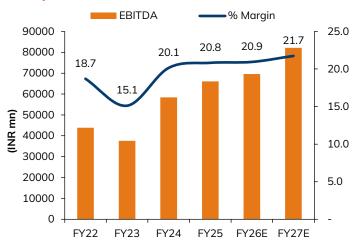
Source: I-Sec research, Company data

Exhibit 12: Surge in employee costs curbs EBITDA margin



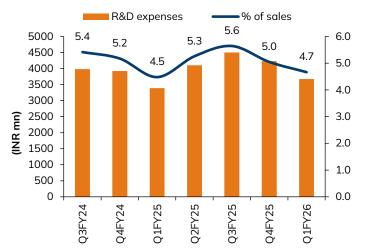
Source: I-Sec research, Company data

Exhibit 13: Expect EBITDA margin to recover driven by healthy US sales and cost curtailment



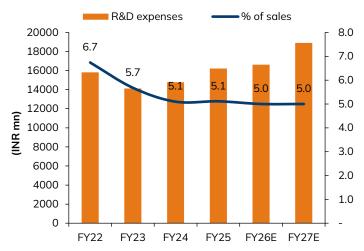
Source: I-Sec research, Company data

Exhibit 14: R&D expenses rose 8.3% YoY



Source: I-Sec research, Company data

Exhibit 15: R&D expenses to be stable at ~5% of sales ahead



Source: I-Sec research, Company data

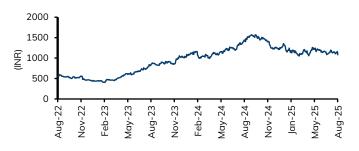


# **Exhibit 16: Shareholding pattern**

| %                       | Dec'24 | Mar'25 | Jun'25 |
|-------------------------|--------|--------|--------|
| Promoters               | 51.8   | 51.8   | 51.8   |
| Institutional investors | 41.5   | 41.5   | 41.4   |
| MFs and others          | 19.7   | 20.4   | 21.1   |
| Fls/Banks               | 0.0    | 0.0    | 0.0    |
| Insurance               | 5.1    | 5.4    | 5.5    |
| FIIs                    | 16.7   | 15.7   | 14.8   |
| Others                  | 6.7    | 6.7    | 6.6    |

Source: Bloomberg, I-Sec research

Exhibit 17: Price chart



Source: Bloomberg, I-Sec research



# **Financial Summary**

# **Exhibit 18: Profit & Loss**

(INR mn, year ending March)

|                                    | FY24A   | FY25A   | FY26E   | FY27E   |
|------------------------------------|---------|---------|---------|---------|
| Net Sales                          | 290,019 | 317,237 | 332,472 | 377,901 |
| Operating Expenses                 | 105,560 | 120,921 | 125,010 | 139,823 |
| EBITDA                             | 58,430  | 66,054  | 69,616  | 82,151  |
| EBITDA Margin (%)                  | 20.1    | 20.8    | 20.9    | 21.7    |
| Depreciation & Amortization        | 15,217  | 16,494  | 17,135  | 17,816  |
| EBIT                               | 43,213  | 49,560  | 52,481  | 64,335  |
| Interest expenditure               | 2,897   | 4,572   | 3,911   | 3,533   |
| Other Non-operating Income         | 5,574   | 6,219   | 5,548   | 7,948   |
| Recurring PBT                      | 43,972  | 50,980  | 54,118  | 68,750  |
| Profit / (Loss) from<br>Associates | (172)   | (317)   | (349)   | (383)   |
| Less: Taxes                        | 12,110  | 15,827  | 16,131  | 20,510  |
| PAT                                | 31,861  | 35,153  | 37,987  | 48,240  |
| Less: Minority Interest            | (40)    | (23)    | (23)    | (23)    |
| Extraordinaries (Net)              | -       | -       | -       | -       |
| Net Income (Reported)              | 31,690  | 34,836  | 37,638  | 47,857  |
| Net Income (Adjusted)              | 33,118  | 35,015  | 37,662  | 47,880  |

Source Company data, I-Sec research

# **Exhibit 19: Balance sheet**

(INR mn, year ending March)

|  | FY24A   | FY25A   | FY26E   | FY27E   |
|--|---------|---------|---------|---------|
| Total Current Assets                   | 241,551 | 271,625 | 310,531 | 359,320 |
| of which cash & cash eqv.              | 62,783  | 82,355  | 115,114 | 137,206 |
| <b>Total Current Liabilities &amp;</b> | 80,188  | 83,023  | 93,050  | 104,998 |
| Provisions                             | 00,100  | 65,025  | 93,050  | 104,336 |
| Net Current Assets                     | 161,362 | 188,601 | 217,481 | 254,322 |
| Investments                            | 3,722   | 2,517   | 2,517   | 2,517   |
| Net Fixed Assets                       | 112,608 | 118,950 | 113,881 | 110,318 |
| ROU Assets                             | 2,847   | 2,944   | 2,907   | 2,824   |
| Capital Work-in-Progress               | 38,687  | 49,000  | 49,000  | 49,000  |
| Total Intangible Assets                | 29,473  | 26,048  | 24,019  | 19,849  |
| Other assets                           | 9,643   | 13,770  | 14,222  | 15,567  |
| Deferred Tax Assets                    | 12,126  | 12,930  | 12,930  | 12,930  |
| Total Assets                           | 370,527 | 414,826 | 437,026 | 467,406 |
| Liabilities                            |         |         |         |         |
| Borrowings                             | 63,152  | 79,417  | 72,417  | 65,417  |
| Deferred Tax Liability                 | 3,566   | 3,033   | 3,033   | 3,033   |
| provisions                             | 2,257   | 2,829   | 2,829   | 2,829   |
| other Liabilities                      | 3,044   | 3,078   | 3,226   | 3,667   |
| Equity Share Capital                   | 586     | 581     | 581     | 581     |
| Reserves & Surplus                     | 297,842 | 325,952 | 355,027 | 391,990 |
| Total Net Worth                        | 298,428 | 326,533 | 355,608 | 392,571 |
| Minority Interest                      | 80      | (64)    | (87)    | (110)   |
| Total Liabilities                      | 370,527 | 414,826 | 437,026 | 467,406 |

Source Company data, I-Sec research

# **Exhibit 20: Cashflow statement**

(INR mn, year ending March)

|                                     | FY24A    | FY25A    | FY26E    | FY27E    |
|-------------------------------------|----------|----------|----------|----------|
| Operating Cashflow                  | 19,434   | 37,314   | 56,709   | 45,594   |
| Working Capital Changes             | 7,821    | 19,131   | 11,197   | (3,573)  |
| Capital Commitments                 | 34,695   | 29,821   | 10,000   | 10,000   |
| Free Cashflow                       | (15,261) | 7,493    | 46,710   | 35,594   |
| Other investing cashflow            | (1,705)  | (1,205)  | -        | -        |
| Cashflow from Investing Activities  | (32,990) | (28,615) | (10,000) | (10,000) |
| Issue of Share Capital              | -        | (5)      | -        | -        |
| Interest Cost                       | -        | -        | -        | -        |
| Inc (Dec) in Borrowings             | 14,537   | 16,265   | (7,000)  | (7,000)  |
| Dividend paid                       | (7,171)  | (7,948)  | (8,587)  | (10,917) |
| Others                              | 8,131    | 2,556    | 1,637    | 4,415    |
| Cash flow from Financing Activities | 15,497   | 10,868   | (13,950) | (13,502) |
| Chg. in Cash & Bank<br>balance      | 1,941    | 19,567   | 32,760   | 22,092   |
| Closing cash & balance              | 62,783   | 82,350   | 115,115  | 137,206  |

Source Company data, I-Sec research

# **Exhibit 21: Key ratios**

(Year ending March)

|                           | FY24A      | FY25A | FY26E | FY27E |
|---------------------------|------------|-------|-------|-------|
| Per Share Data (INR)      |            |       |       |       |
| Reported EPS              | 54.1       | 59.5  | 64.8  | 82.4  |
| Adjusted EPS (Diluted)    | 56.5       | 60.3  | 64.8  | 82.4  |
| Cash EPS                  | 82.5       | 87.9  | 94.3  | 113.1 |
| Dividend per share (DPS)  | 12.2       | 13.6  | 14.8  | 18.8  |
| Book Value per share (BV) | 509.3      | 557.3 | 612.3 | 675.9 |
| Dividend Payout (%)       | 22.6       | 22.8  | 22.8  | 22.8  |
| Growth (%)                |            |       |       |       |
| Net Sales                 | 16.7       | 9.4   | 4.8   | 13.7  |
| EBITDA                    | 55.5       | 13.0  | 5.4   | 18.0  |
| EPS (INR)                 | 69.3       | 6.7   | 7.6   | 27.1  |
| Valuation Ratios (x)      |            |       |       |       |
| P/E                       | 20.0       | 18.2  | 16.7  | 13.1  |
| P/CEPS                    | 13.1       | 12.3  | 11.4  | 9.5   |
| P/BV                      | 2.1        | 1.9   | 1.8   | 1.6   |
| EV / EBITDA               | 10.8       | 9.5   | 8.4   | 6.8   |
| P / Sales                 | 2.2        | 2.0   | 1.9   | 1.7   |
| Dividend Yield (%)        | 1.1        | 1.3   | 1.4   | 1.7   |
| Operating Ratios          |            |       |       |       |
| Gross Profit Margins (%)  | 56.5       | 58.9  | 58.5  | 58.7  |
| EBITDA Margins (%)        | 20.1       | 20.8  | 20.9  | 21.7  |
| Effective Tax Rate (%)    | 27.5       | 31.0  | 29.8  | 29.8  |
| Net Profit Margins (%)    | 11.4       | 11.0  | 11.3  | 12.7  |
| NWC / Total Assets (%)    | -          | -     | -     | -     |
| Net Debt / Equity (x)     | 0.0        | 0.0   | (0.1) | (0.2) |
| Net Debt / EBITDA (x)     | (0.1)      | (0.1) | (0.6) | (0.9) |
| Profitability Ratios      |            |       |       |       |
| RoCE (%)                  | 10.6       | 10.2  | 10.0  | 11.7  |
| RoE (%)                   | 11.7       | 11.2  | 11.0  | 12.8  |
| RoIC (%)                  | 16.1       | 17.6  | 19.0  | 23.1  |
| Fixed Asset Turnover (x)  | 3.1        | 2.7   | 2.9   | 3.4   |
| Inventory Turnover Days   | 133        | 127   | 124   | 129   |
|                           | <b>6</b> F | CO    | CC    | CO    |
| Receivables Days          | 65         | 69    | 66    | 68    |



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