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India | Equity Research | Results Update

Biocon

Pharma

Launches boost growth; profitability improvement tepid

Biocon's Q2FY26 revenue growth of 19.6% YoY was driven by recent launches like bUstekinumab, bAspart, bBevacizumab and bAflibercept, and the launch of generic liraglutide. Despite these launches, its gross margin fell 127bps YoY, indicating profitability in the newly-launched product may not be high, though operating leverage boosted EBITDA margin by 281bps YoY. Biocon is repaying its structured debt holders from the QIP proceeds of INR 45bn. However, net debt of Biologics still stands at USD 1.1bn. Repayment of structured debt may help the group save interest cost of INR 3bn p.a. from Q3FY26. In the near term, revenue growth may remain elevated due to launch of bDenosumab and generic semaglutide. Raise FY26/27E EBITDA by ~2-4% to factor in higher growth in biologics. Retain **SELL** with a higher TP of INR 320.

Operating leverage drives margin expansion

Biocon's Q2FY26 revenue grew 19.6% YoY (9.0% QoQ) to INR 42.9bn (I-Sec: INR 43.8bn) driven by the recent launches in biosimilars and generics division. Gross margin fell 127bps YoY (-37bps QoQ) to 64.0%. Adjusted for a one-off cost of INR 277mn, EBITDA jumped 39.1% YoY (12.7% QoQ) to INR 8.6bn (I-Sec: INR 8.5bn). EBITDA margin expanded 281bps YoY (66bps QoQ) to 20.1% (I-Sec: 19.5%). Adj. PAT stood at INR 1.1bn (I-Sec: INR 374mn) vs. a loss of INR 671mn YoY.

New biosimilars and generic launches boost growth

Biosimilars revenue grew 24.7% YoY (10.7% QoQ) to INR 27.2bn. The sequential improvement was led by market share expansion in key products and new launches. Biosimilars' EBITDA grew ~40% YoY and stood at INR 6.7bn with margin of 25%. Driven by the recent new launches like bUstekinumab, bAspart, bBevacizumab, bAflibercept and upcoming launch of bDenosumab in H2FY26, we expect a 21.1% CAGR over FY25-28E in biosimilars business. Generics segment grew 23.9% YoY (11.1% QoQ) to INR 7.7bn led by the launch of liraglutide, dasatinib, and sacubitril & valsartan across key markets and growth in base business. We expect a revenue CAGR of 8.4% in generics over FY25-28E. CRDMO (Syngene) grew 2.2% YoY (4.2% QoQ) to INR 9.1bn led by growth in research services offset by inventory correction in biologics manufacturing. CRDMO EBITDA stood at INR 2.2bn with margin at 23%.

Financial Summary

Y/E March (INR mn)	FY25A	FY26E	FY27E	FY28E
Net Revenue	1,52,617	1,81,581	2,15,308	2,43,684
EBITDA	31,663	37,576	47,409	55,459
EBITDA Margin (%)	20.7	20.7	22.0	22.8
Net Profit	3,133	6,325	12,712	17,112
EPS (INR)	2.3	4.7	9.5	12.8
EPS % Chg YoY	(15.0)	101.9	101.0	34.6
P/E (x)	177.9	88.0	43.9	32.6
EV/EBITDA (x)	23.7	18.6	14.4	11.9
RoCE (%)	2.1	2.7	3.5	4.2
RoE (%)	1.5	2.6	4.7	6.0

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Market Data

Market Cap (INR)	558bn
Market Cap (USD)	6,286mn
Bloomberg Code	BIOS IN
Reuters Code	BION.BO
52-week Range (INR)	423 /291
Free Float (%)	45.0
ADTV-3M (mn) (USD)	12.0

Price Performance (%)	3m	6m	12m
Absolute	15.8	26.4	25.8
Relative to Sensex	10.9	22.3	17.0

ESG Score	2023	2024	Change
ESG score	70.7	65.9	(4.8)
Environment	60.8	59.4	(1.4)
Social	57.7	53.8	(3.9)
Governance	84.8	81.1	(3.7)

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	2.3	1.0
EBITDA	4.0	1.9
EPS	0.4	2.0

Previous Reports

09-08-2025: [Q1FY26 results review](#)

10-05-2025: [Q4FY25 results review](#)

Valuation and risks

Uptick in biosimilar and generic divisions in Q2FY26 was on expected lines while growth in CRDMO business continues to be sluggish. Biocon has been able to gain a significant market share in products like Fulphila, Ogivri but this has come at the cost of margins. Rising competition recently launched bUstekinumab, bDenosumab and bafibercept may further hamper its capacity to improve margins and boost free cashflow in near term. Draft guidance of USFDA on biosimilar approval is promising for the industry and exemption from a phase 3 trial for interchangeability should help companies like Biocon to commercialise their pipeline earlier than previously anticipated, though in the long run this may attract higher competition. Biocon has also made significant investments in capacities for GLP-1 products (likely to meet growth ambitions till FY35). Launch of Liraglutide is already boosting the sales of its generic business and further launch of semaglutide in markets like Canada, Brazil and others will likely provide a further boost. In research division (Syngene), it has acquired a biologic manufacturing facility in the US, which may position the company quite well with clients who are looking for domestic sourcing of their products.

Repayment of structured debt with Goldman Sachs, Kotak and Edelweiss through QIP proceeds could result in annual cost savings of ~INR 3bn as the cost of these instruments was quite high. It has net debt worth USD 1.1bn on the balance sheet. While the company may have enough triggers for revenue growth, in the near term, issues such as rising competition in existing and new biosimilars (bUstekinumab, bdenosumab and bafibercept) may restrict any material improvement in cashflow and margins in the medium term.

We expect Biocon to witness an earnings CAGR of ~76% over FY25–28E driven by a revenue CAGR of 16.9%. EBITDA margin is likely to remain between 21–23% in FY26–28E. We raise FY26/27E EBITDA by ~2-4% to factor in better margins in biologics. The stock currently trades at 14.4x FY27E and 11.9x FY28E EV/EBITDA. We retain **SELL** on Biocon with SoTP-based higher TP of INR 320 (earlier INR 270).

Key upside risks: Healthy launches in biosimilars and generics segments; and early recovery in biologics margin.

Exhibit 1: SoTP-based valuation

SoTP Valuation (EBITDA - Mar'27)	INR mn	(x)	Biocon's stake	Value (INR mn)
Generics	4,103	7	100%	28,723
Biosimilars	29,694	15	78%	3,46,262
CRDMO	13,612	22	52%	1,57,098
Total EV				5,32,083
Less: Net Debt				1,04,150
Implied M-Cap				4,27,933
Value per share (INR)				320

Source: Company data, I-Sec research

Q2FY26 conference call highlights

Biosimilars

- Launched four biosimilars (bUstekinumab, bAspart, bBevacizumab, and bAflibercept) across geographies in H1FY26; on track to launch bDenosumab in H2FY26.
- Received USFDA approval for bDenosumab and entered into licensing agreement with Amgen for commercialisation in the US. Presently, there are five players in the market. Biocon will focus on building sustainable presence in this product over time.
- Yesintek (ustekinumab) gained strong commercial traction with a market-leading position in the US, securing coverage across major channels. It has an early lead with strong coverage in the US.
- Entered into partnership with Civica to initiate the supply of affordable insulin glargine in California (US).
- Ogivri (bTrastuzumab) and Fulphila (bPegfilgrastim) have combined market share of 25% in the US.
- Strengthened insulin portfolio by launch of first and only interchangeable bAspart with a large integrated delivery network in the US. It expects significant opportunities in Kirsty and Aspart.
- Market shares of Ogivri and Abvemy have improved in Europe.
- It launched bUstekinumab across seven markets in Europe in Q2.
- R&D spends for biosimilar business will be ~7-9% of revenue in FY26.
- The recent biosimilar guideline by the USFDA does not lower barriers to entry but lowers the cost and reduces the development timeline. It will soon see more products and expects faster pipeline development in the market.
- Biosimilars revenue split: 40% from North America, 35% from Europe and 25% from emerging markets.

Generics

- Growth was led by recent product launches in US and EU along with growth in base and API businesses.
- Inaugurated oral solid dosage manufacturing facility in Cranbury, New Jersey.
- R&D investments stood at 9% of revenue, with continued progress across GLP-1 and injectables portfolio.
- Uptick in margin is due to Liraglutide launch in Europe market along with gEntresto and Dasatinib.
- H2FY26 performance is expected to improve further with new product launches and expanding reach of key products.
- R&D spends for generics business could be 8-10% in FY26 while for GM, it could be ~45% (similar to H1FY26).
- API accounts for 60% of segmental sales and formulations account for 40%.

GLP-1

- Filed semaglutide (Ozempic) across markets including Brazil and Canada.
- The company has adequate (captive + CMO) capacity for GLP-1 opportunity.

CRDMO

- Revenue growth in research services supported Q2 performance.
- It secured its first global phase III clinical trial from a US-based biotech company. It will recruit patients across India and US.
- Syngene will expand its biologics facility in Bengaluru with a GMP bioconjugation suite to provide fully integrated end-to-end manufacturing of ADCs to accelerate development timeline and enhance existing capabilities.

Guidance

- Repaid structured debt (Goldman Sachs, Kotak and Edelweiss) from the QIP proceeds entirely which will translate in annual interest cost savings of INR 3bn H2FY26 onwards.
- Debt at the end of Q2FY26 stood at USD 1.1bn in Biocon Biologics.

Exhibit 2: Quarterly review

Particular (INR mn)	Q2FY26	Q2FY25	YoY % Chg	Q1FY26	QoQ % Chg	H1FY26	H1FY25	YoY % Chg
Net Sales	42,955	35,904	19.6	39,419	9.0	82,374	70,233	17.3
Gross Profit	27,485	23,428	17.3	25,368	8.3	52,853	45,930	15.1
Gross margins (%)	64.0	65.3	(127bps)	64.4	(37bps)	64.2	65.4	(123bps)
R&D	2,510	2,000	25.5	2,050	22.4	4,560	4,280	6.5
R&D (%)	5.8	5.6	27bps	5.2	64bps	5.5	6.1	(56bps)
EBITDA	8,631	6,204	39.1	7,661	12.7	16,292	12,408	31.3
EBITDA margins (%)	20.1	17.3	281bps	19.4	66bps	19.8	17.7	211bps
Other income	930	325	186.2	797	16.7	1,727	1,097	57.4
Interest	2,722	2,256	20.7	2,767	(1.6)	5,489	4,616	18.9
Depreciation	4,730	4,199	12.6	4,550	4.0	9,280	8,253	12.4
Extra ordinary items	(396)	910	-	(172)	-	(568)	11,803	-
PBT	1,713	984	74.1	969	76.8	2,682	12,439	(78.4)
Tax	385	713	(46.0)	77	400.0	462	3,550	(87.0)
Tax Rate (%)	22.5	72.5	-	7.9	-	17.2	28.5	-
Reported PAT	845	(160)	-	314	169.1	1,159	6,437	(82.0)
Adjusted PAT	1,139	(671)	-	472	141.2	1,612	(249)	-
NPM (%)	2.7	(1.9)	452bps	1.2	145bps	2.0	(0.4)	231bps

Source: Company data, I-Sec research

Exhibit 3: Business mix (INR mn)

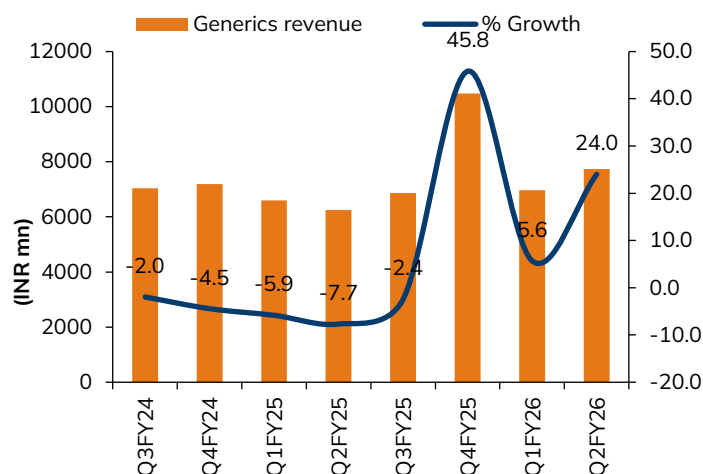
Segment Revenue	Q2FY26	Q2FY25	YoY % Chg	Q1FY26	QoQ % Chg	H1FY26	H1FY25	YoY % Chg
Generics	7,740	6,243	24.0	6,965	11.1	14,705	12,836	14.6
Biosimilars	27,210	21,816	24.7	24,578	10.7	51,788	42,650	21.4
CRDMO	9,110	8,910	2.2	8,745	4.2	17,855	16,807	6.2
Less: Inter-segmental revenue	1,100	1,065	3.3	869	26.6	1,969	2,060	(4.4)
Net Sales	42,960	35,904	19.7	39,419	9.0	82,379	70,233	17.3

Source: Company data, I-Sec research

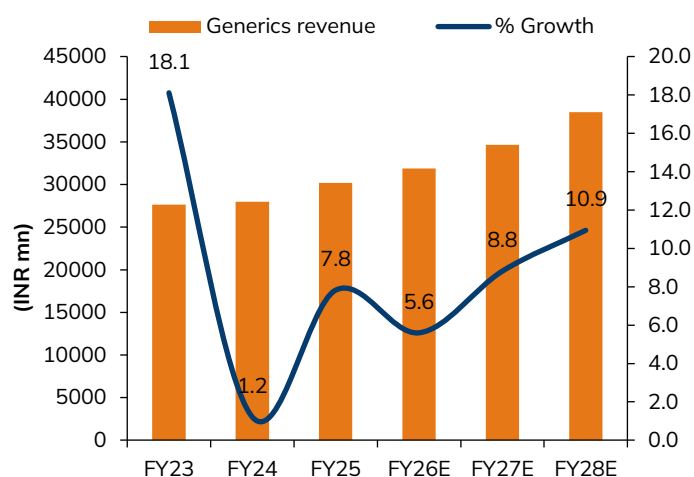
Exhibit 4: Segment PBT (INR mn)

Segment PBT	Q2FY26	Q2FY25	YoY % Chg	Q1FY26	QoQ % Chg	H1FY26	H1FY25	YoY % Chg
Generics	(326)	(87)	-	(670)	-	(996)	82	-
Biosimilars	1,119	(170)	-	1,132	(1.1)	2,251	(95)	-
CRDMO	852	1,373	(37.9)	1,013	(15.9)	1,865	2,066	(9.7)

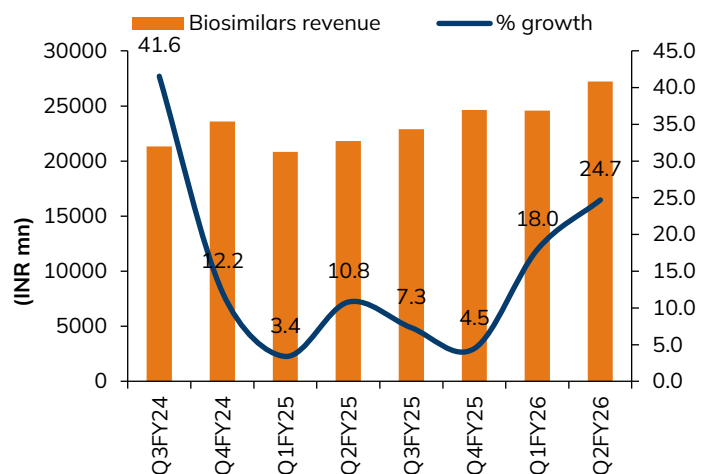
Source: Company data, I-Sec research

Exhibit 5: Generic revenue growth driven by new launches

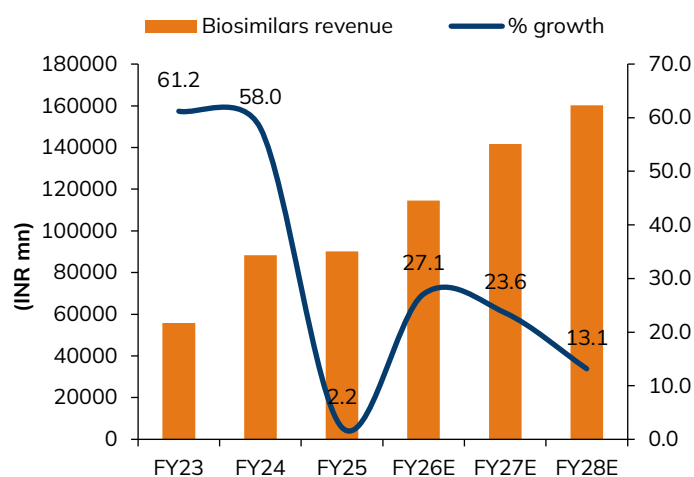
Source: I-Sec research, Company data

Exhibit 6: Generics likely to grow at a modest pace ahead

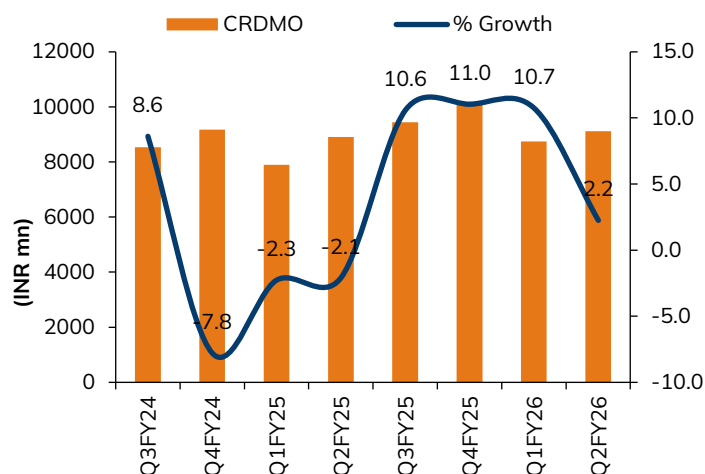
Source: I-Sec research, Company data

Exhibit 7: Growth driven by strong performance in US and Europe

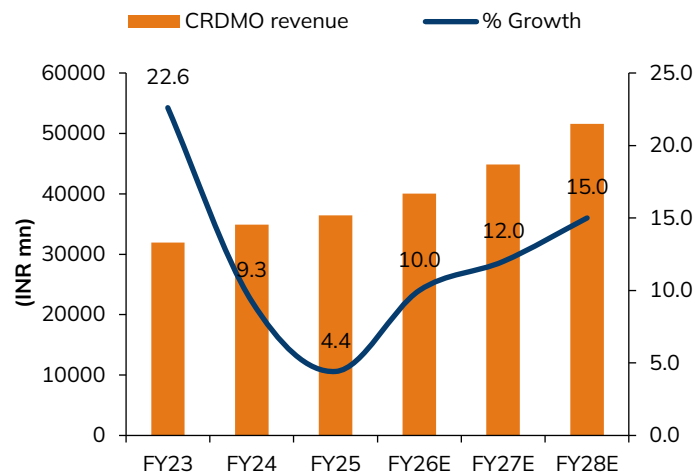
Source: I-Sec research, Company data

Exhibit 8: New launches to boost traction in biosimilars

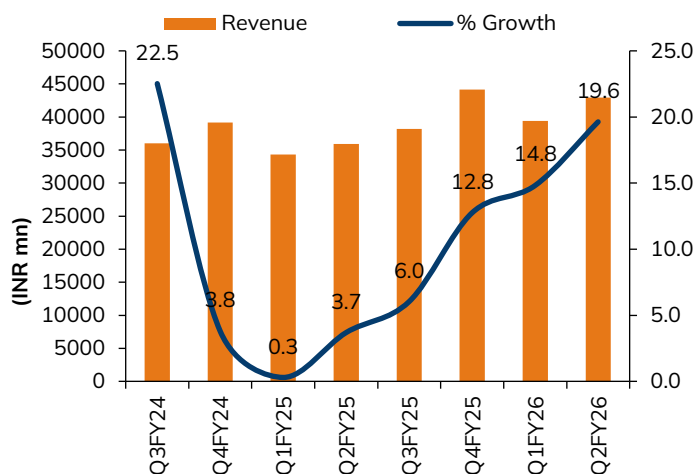
Source: I-Sec research, Company data

Exhibit 9: CRDMO revenue growth moderated due to inventory correction in biologics


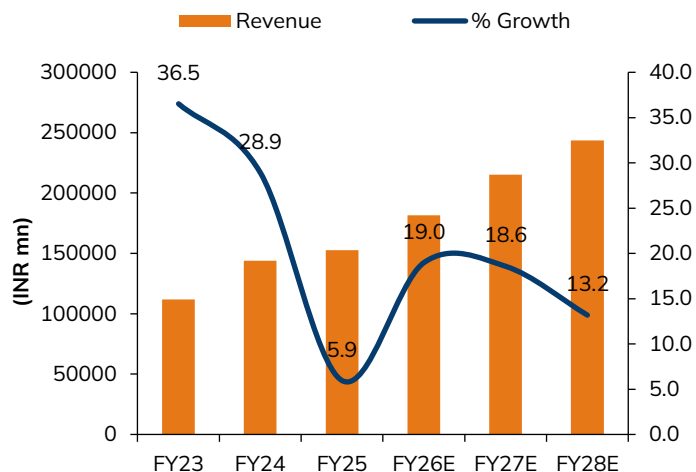
Source: I-Sec research, Company data

Exhibit 10: Syngene CAGR likely at ~12% over FY25–28E


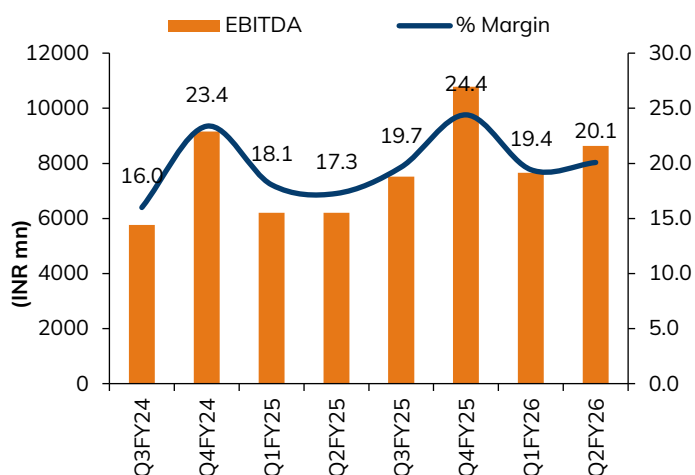
Source: I-Sec research, Company data

Exhibit 11: Revenue driven by recent launches in generics and biosimilars


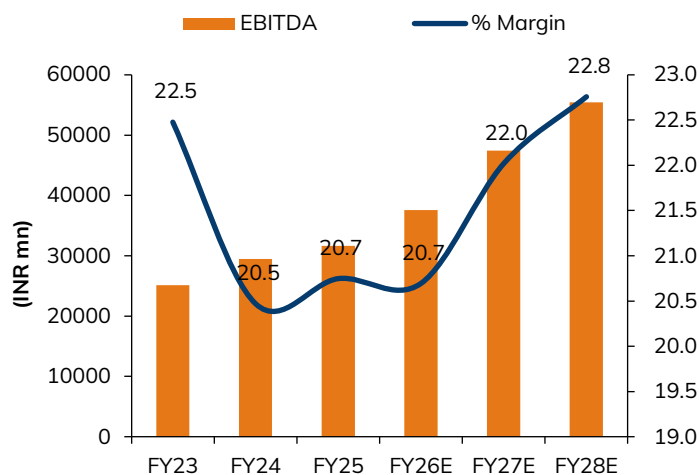
Source: I-Sec research, Company data

Exhibit 12: Revenue CAGR estimated at ~17% over FY25–28E


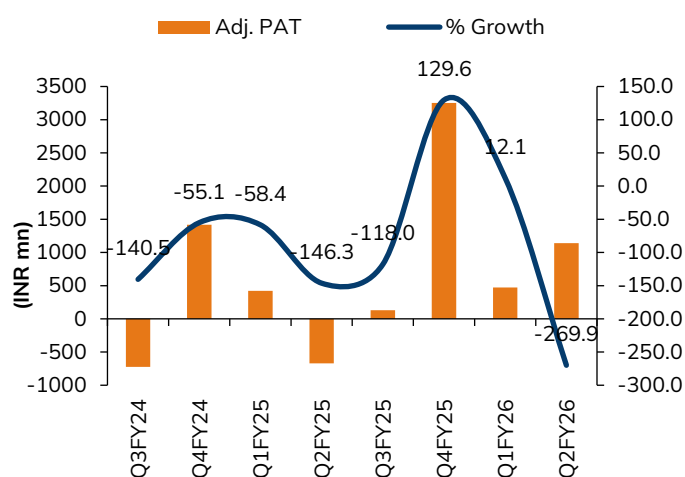
Source: I-Sec research, Company data

Exhibit 13: Margin expanded to ~280bps YoY


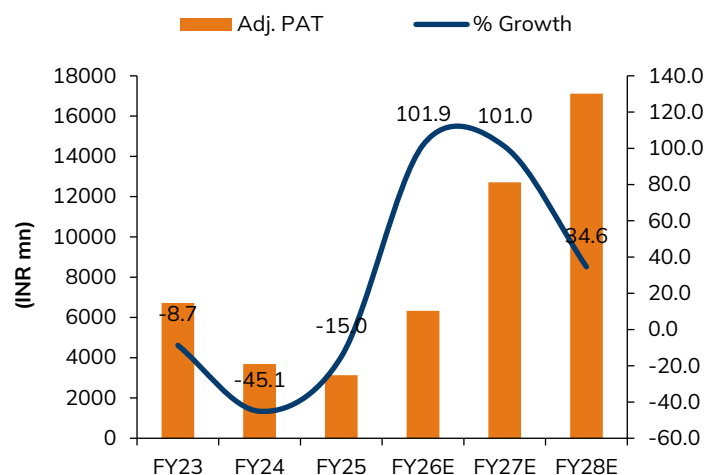
Source: I-Sec research, Company data

Exhibit 14: EBITDA margin to improve ~200bps over FY25–28E


Source: I-Sec research, Company data

Exhibit 15: Adj. PAT stood at INR 1.1bn in Q2

Source: I-Sec research, Company data

Exhibit 16: On a lower base, Adj. PAT to register CAGR of ~76% over FY25–28E

Source: I-Sec research, Company data

Exhibit 17: Shareholding pattern

%	Mar'25	Jun'25	Sep'25
Promoters	60.6	54.5	54.5
Institutional investors	21.4	28.8	28.7
MFs and others	8.8	15.2	14.1
FIs/Banks	0.4	0.8	0.9
Insurance	6.6	6.8	7.1
FIIIs	5.7	6.0	6.6
Others	18.0	16.7	16.9

Source: Bloomberg, I-Sec research

Exhibit 18: Price chart

Source: Bloomberg, I-Sec research

Financial Summary

Exhibit 19: Profit & Loss

(INR mn, year ending March)

	FY25A	FY26E	FY27E	FY28E
Net Sales	1,52,617	1,81,581	2,15,308	2,43,684
Operating Expenses	1,20,954	1,44,005	1,67,899	1,88,225
EBITDA	31,663	37,576	47,409	55,459
EBITDA Margin (%)	20.7	20.7	22.0	22.8
Depreciation & Amortization	16,870	18,907	19,597	20,197
EBIT	14,793	18,669	27,812	35,262
Interest expenditure	8,974	9,148	6,302	5,504
Other Non-operating Income	1,509	2,414	2,463	2,512
Recurring PBT	7,328	11,935	23,973	32,271
Profit / (Loss) from Associates	-	-	-	-
Less: Taxes	4,572	3,011	6,041	8,132
PAT	2,756	8,924	17,932	24,138
Less: Minority Interest	(4,161)	(2,602)	(5,220)	(7,027)
Extraordinaries (Net)	11,538	14	-	-
Net Income (Reported)	10,133	6,336	12,712	17,112
Net Income (Adjusted)	3,133	6,325	12,712	17,112

Source Company data, I-Sec research

Exhibit 20: Balance sheet

(INR mn, year ending March)

	FY25A	FY26E	FY27E	FY28E
Total Current Assets	1,58,389	1,76,128	2,07,623	2,42,208
of which cash & cash eqv.	41,202	36,662	43,415	57,094
Total Current Liabilities & Provisions	89,163	1,07,687	1,26,283	1,41,162
Net Current Assets	69,226	68,441	81,340	1,01,045
Investments	11,270	11,270	11,270	11,270
Net Fixed Assets	87,082	81,175	71,578	61,380
ROU Assets	6,042	6,042	6,042	6,042
Capital Work-in-Progress	41,017	41,017	41,017	41,017
Total Intangible Assets	2,70,576	2,70,576	2,70,576	2,70,576
Other assets	7,314	7,314	7,314	7,314
Deferred Tax Assets	6,283	6,283	6,283	6,283
Total Assets	4,98,810	4,92,118	4,95,419	5,04,928
Liabilities				
Borrowings	1,77,555	1,17,555	1,03,555	89,555
Deferred Tax Liability	3,577	3,577	3,577	3,577
provisions	2,608	2,608	2,608	2,608
other Liabilities	31,880	31,880	31,880	31,880
Equity Share Capital	6,003	6,685	6,685	6,685
Reserves & Surplus	2,10,437	2,60,461	2,72,543	2,89,024
Total Net Worth	2,16,440	2,67,146	2,79,228	2,95,709
Minority Interest	60,685	63,287	68,507	75,533
Total Liabilities	4,98,810	4,92,118	4,95,419	5,04,928

Source Company data, I-Sec research

Exhibit 21: Cashflow statement

(INR mn, year ending March)

	FY25A	FY26E	FY27E	FY28E
Operating Cashflow	40,612	33,238	37,685	43,812
Working Capital Changes	36,166	22,603	17,776	18,010
Capital Commitments	(23,430)	(13,000)	(10,000)	(10,000)
Free Cashflow	17,182	20,238	27,685	33,812
Other investing cashflow	21,089	-	-	-
Cashflow from Investing Activities	(2,341)	(13,000)	(10,000)	(10,000)
Issue of Share Capital	99	45,000	-	-
Interest Cost	(8,974)	(9,148)	(6,302)	(5,504)
Inc (Dec) in Borrowings	-	-	-	-
Dividend paid	(829)	(630)	(630)	(630)
Others	(8,836)	(60,000)	(14,000)	(14,000)
Cash flow from Financing Activities	(18,540)	(24,778)	(20,932)	(20,134)
Chg. in Cash & Bank balance	19,731	(4,540)	6,753	13,679
Closing cash & balance	42,318	36,662	43,415	57,094

Source Company data, I-Sec research

Exhibit 22: Key ratios

(Year ending March)

	FY25A	FY26E	FY27E	FY28E
Per Share Data (INR)				
Reported EPS	7.6	4.7	9.5	12.8
Adjusted EPS (Diluted)	2.3	4.7	9.5	12.8
Cash EPS	15.0	18.9	24.2	27.9
Dividend per share (DPS)	0.6	0.5	0.5	0.5
Book Value per share (BV)	161.9	199.8	208.8	221.2
Dividend Payout (%)	8.2	9.9	5.0	3.7
Growth (%)				
Net Sales	5.9	19.0	18.6	13.2
EBITDA	7.4	18.7	26.2	17.0
EPS (INR)	(15.0)	101.9	101.0	34.6
Valuation Ratios (x)				
P/E	177.9	88.0	43.9	32.6
P/CEPS	27.9	22.1	17.3	14.9
P/BV	2.6	2.1	2.0	1.9
EV / EBITDA	23.7	18.6	14.4	11.9
P / Sales	3.7	3.1	2.6	2.3
Dividend Yield (%)	0.1	0.1	0.1	0.1
Operating Ratios				
Gross Profit Margins (%)	65.9	65.1	65.5	66.0
EBITDA Margins (%)	20.7	20.7	22.0	22.8
Effective Tax Rate (%)	62.4	25.8	25.2	25.2
Net Profit Margins (%)	2.1	3.5	5.9	7.0
NWC / Total Assets (%)	-	-	-	-
Net Debt / Equity (x)	0.5	0.2	0.2	0.1
Net Debt / EBITDA (x)	4.4	2.2	1.3	0.6
Profitability Ratios				
RoCE (%)	2.1	2.7	3.5	4.2
RoE (%)	1.5	2.6	4.7	6.0
RoC (%)	2.3	2.9	3.9	4.8
Fixed Asset Turnover (x)	1.9	2.2	2.8	3.7
Inventory Turnover Days	121	128	126	122
Receivables Days	135	143	142	139
Payables Days	161	174	172	166

Source Company data, I-Sec research

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BUY: >15% return; ADD: 5% to 15% return; HOLD: Negative 5% to Positive 5% return; REDUCE: Negative 5% to Negative 15% return; SELL: < negative 15% return

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