



TM

SYSTEMATIX INSTITUTIONAL EQUITIES

Systematix

Institutional Equities

27 January 2024

Cipla

Inline Performance – Peptide launches to shape near term growth

Cipla 3QFY24 Earnings performance was in line with our estimates, but was ahead of consensus expectation on EBITDA. In the key markets - India and US, revenue growth was in line. India branded formulation delivered an 11% growth (including contribution from Galvus acquisition) and US was flat QoQ. The company has guided for about 5 peptide approvals / launches coming through in FY25 which should help them build on the current base. We currently assume \$30mn in incremental sales in the US from these launches. With respect to the larger launches in the US, the company expects to complete the site transfer for gAdvair in mid-year FY25, while site transfer on gAbraxane will take longer. Hence these launches should get pushed into FY26 and the opportunity size may get diluted owing to competition. There is a possibility for gAbraxane approval to come sooner and ahead of site transfer completion if the Goa facility (currently under OAI) from where the product has been currently filed is inspected by the USFDA and the site declared compliant. We are incrementally building \$150mn contribution from limited competition launches in FY26 for Cipla which also includes contribution from gSymbicort that was successfully filed with the USFDA this quarter. We roll over our price target to FY26E EPS and recommend a hold at CMP. Our PT of Rs. 1,349 is based on 21x FY26E EPS. We expect high single digit revenue growth over FY23 – 26E and expect growth rates to decline thereafter led by erosion in gRevlimid.

3QFY24 earnings highlights

CIPLA's 3QFY24 revenue at Rs 66,038mn, was up 13.7% YoY but slightly down by 1.1% QoQ. EBITDA at Rs 17,475mn grew 24.2% YoY and 0.8% QoQ. EBITDA margin stood at 26.5% was up 224 bps YoY and 50 bps QoQ. PAT at Rs 10,559mn was up 31.8% YoY but down 6.6% QoQ. PAT margin stood at 16%, was up 220 bps YoY but down 95 bps QoQ. The company incurred R&D expenses of Rs 4,000mn, were up 6% QoQ and now stand at 6.1% of 3QFY24 sales.

- **India** business reported sales of Rs 28,590mn, up 11.5% YoY and 1.5% QoQ. CIPLA experienced robust growth across all sub-segments. The branded prescription business continued to outpace the market to grow at 10% (as per IQVIA MAT Dec-23). This was driven by better product mix as share of chronic therapies in overall portfolio improved by 115bps YoY to 60.3%. Their trade generics business grew owing to new launches and deepening market penetration. And the consumer health business has also shown a healthy YoY growth driven by positive traction in lead brands. The theme of 'big brands bigger' helped the company to have 20 brands over 100cr revenue.
- **North America** business reported sales of Rs 19,160mn, up 19.8% YoY and 1.5% QoQ. The company was able to show strong growth supported by volume gains in key assets of Lanreotide and Albuterol along with robust demand in base business as well.
- **South Africa, Sub-Saharan, and Cipla Global Access (SAGA)** business (Ex-QCIL) reported sales of Rs 8,150mn, which grew by 36.5% YoY but has shown degrowth of 17.9% QoQ. After receiving the competition commission's approval, the integration of their recently acquired Actor Pharma is expected to be completed in Q4FY24.

RESULT UPDATE

Sector: Pharmaceuticals Rating: HOLD

CMP: Rs 1,370 Target Price: Rs 1,349

Stock Info

| | |
|----------------|----------------------|
| Sensex/Nifty | 70,701/21,353 |
| Bloomberg | CIPLA IN |
| Equity shares | 807mn |
| 52-wk High/Low | Rs 1,425/852 |
| Face value | Rs 2 |
| M-Cap | Rs 1106bn/USD 13.3bn |

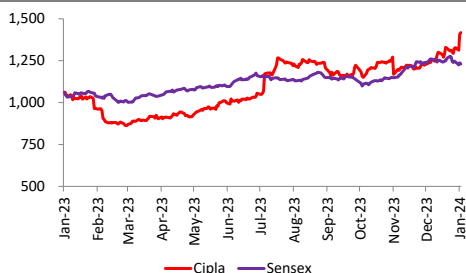
Financial Snapshot (Rs mn)

| Y/E March | FY24E | FY25E | FY26E |
|------------------|---------|---------|---------|
| Sales | 256,272 | 276,395 | 300,799 |
| Gross profit | 166,960 | 182,963 | 200,170 |
| Gross Margin (%) | 65.1 | 66.2 | 66.5 |
| EBITDA | 62,176 | 69,247 | 76,743 |
| Margin (%) | 24.3 | 25.1 | 25.5 |
| PAT | 40,025 | 45,692 | 51,698 |
| EPS | 49.7 | 56.8 | 64.2 |
| DPS(Rs) | 8.0 | 9.1 | 10.3 |
| ROE(%) | 14.9 | 14.9 | 14.7 |
| P/E(x) | 27.5 | 24.1 | 21.3 |
| EV/EBITDA (x) | 16.3 | 14.3 | 12.5 |

Shareholding pattern (%)

| | Jun-23 | Sept-23 | Dec-23 |
|----------|--------|---------|--------|
| Promoter | 33.47 | 33.47 | 33.47 |
| –Pledged | - | - | - |
| FII | 25.50 | 25.74 | 25.73 |
| DII | 24.26 | 24.11 | 24.26 |
| Others | 16.77 | 16.68 | 16.54 |

Stock Performance (1-year)



Vishal Manchanda

vishalmanchanda@systematixgroup.in
+91 9737437148

Vivek Mane

vivekmane@systematixgroup.in
+91 22 6704 8046

Investors are advised to refer disclosures made at the end of the research report.

- Revenue from **International Markets** at Rs 7,460mn, declined by 2.1% YoY but up 1.6% QoQ.
- Revenue from the **API** business, at Rs 1,080mn, was down 26.5% YoY and QoQ.
- The company has a net cash position of Rs 71.4 bn, indicating strong balance sheet health.
- R&D costs for the quarter for the quarter was at Rs 4,000 mn, up 10% YoY driven by product filings and developmental efforts.

3QFY24 earnings call highlights

- **India Business**
 - ✓ India Branded Prescription business outperformed market growth driven by respiratory, cardiac and urology segments. The growth was on the back of volume growth, improved product-mix, and pricing growth.
 - ✓ Trying to go beyond tier-2 towns for volume growth. The target is to have higher than market growth for next year.
 - ✓ The consumer healthcare franchise also reported strong growth supported by leading brands and stronger brand equity on account of their 'Big Brands Bigger' initiative.
 - ✓ Expecting the reversing of seasonality on Q4FY24.
- **North America Business**
 - ✓ **Lanreotide** has reached the market share of- 20%. Market share is expected to grow marginally.
 - ✓ The company is ready with 1 **peptide** for launch which is expected to be in next quarter. There are 4 more peptide approvals expected in the next 1 year.
 - ✓ The company has filed **gSymbicort** and another inhalation generic asset. gSymbicort is launched from Indore site but by the time the company gets approval they will have two sites filed.
 - ✓ De-risking of **Advair** is progressing as per expectation. The company is looking to launch Advair from another site- filing would be done by mid-FY25.
 - ✓ **Leuprolide** has seen higher offtake this quarter and expects a pickup from next quarter onwards.
- The Company has completed all the remediation process and expects Goa plant re-inspection by USFDA around 1QFY24.
- Depreciation and Amortization costs are slightly lower for 9MFY24 YoY due to higher base and occurring because of impairment expenses incurred last year.
- Next year the capex can be expected to be around Rs. 10-15bn

Exhibit 1: Quarterly performance

| Particulars (Rs mn) | Q3FY23 | Q2FY24 | Q3FY24 | YoY (%) | QoQ(%) | FY22 | FY23 | YoY (%) |
|-----------------------------------------|---------------|---------------|---------------|----------------|-----------------|----------------|----------------|----------------|
| Revenues | 58,101 | 66,782 | 66,038 | 13.7 | (1.1) | 217,633 | 227,531 | 4.5 |
| Cost of Revenues | 20,043 | 23,131 | 22,195 | 10.7 | (4.0) | 84,956 | 82,433 | (3.0) |
| % of revenue | 34.5 | 34.6 | 33.6 | (89) bps | (103) bps | 39.3 | 38.1 | (117) bps |
| Staff Costs | 9,487 | 10,911 | 10,681 | 12.6 | (2.1) | 35,299 | 38,301 | 8.5 |
| % of revenue | 16.6 | 16.6 | 16.4 | (14) bps | (14) bps | 15.7 | 17.0 | 134 bps |
| R&D expenses | 3,630 | 3,790 | 4,000 | 10.2 | 5.5 | 11,220 | 13,430 | 19.7 |
| % of revenue | 6.2 | 5.7 | 6.1 | (19) bps | 38 bps | 5.2 | 6.2 | 102 bps |
| Other Expenses | 14,496 | 15,402 | 15,686 | 8.2 | 1.8 | 51,851 | 56,438 | 8.8 |
| % of revenue | 25.3 | 23.4 | 24.1 | (119) bps | 74 bps | 24.0 | 26.1 | 212 bps |
| EBITDA | 14,076 | 17,338 | 17,475 | 24.2 | 0.8 | 45,528 | 50,360 | 10.6 |
| EBITDA Margin (%) | 24.2 | 26.0 | 26.5 | 224 bps | 50 bps | 21.1 | 23.3 | 223 bps |
| Other Income | 1,144 | 1,763 | 1,846 | 61.3 | 4.7 | 2,809 | 4,755 | 69.3 |
| Interest | 318 | 258 | 301 | (5.4) | 16.7 | 1,064 | 1,095 | 3.0 |
| Depreciation | 2,721 | 2,900 | 2,334 | (14.2) | (19.5) | 10,520 | 11,721 | 11.4 |
| PBT before exceptionals | 12,181 | 15,942 | 16,686 | 37.0 | 4.7 | 36,754 | 42,298 | 15.1 |
| Exceptional Item | 0 | 0 | (1,948) | - | - | (1,821) | (1,824) | - |
| Profit Before Tax | 12,181 | 15,942 | 14,738 | 21.0 | (7.6) | 34,933 | 40,474 | 15.9 |
| Tax | 4,100 | 4,384 | 4,053 | (1.1) | (7.6) | 9,338 | 12,029 | 28.8 |
| Tax Rate (%) | 33.7 | 27.5 | 27.5 | (616) bps | 0 bps | 25.4 | 28.4 | 303 bps |
| Share of Profit and Minority interest | (2.2) | (4.5) | (1.0) | (54.5) | (77.8) | (128) | (26) | (79.6) |
| Reported PAT | 8,078 | 11,554 | 10,684 | 32.3 | (7.5) | 25,467 | 28,419 | 11.6 |
| PAT Attributable to Shareholders | 8,010 | 11,309 | 10,559 | 31.8 | (6.6) | 25,168 | 28,109 | 11.7 |
| Non-Controlling Interest | 69 | 245 | 125 | 82.1 | (48.9) | 299 | 310 | 3.6 |
| PAT Margin (%) | 13.8 | 16.9 | 16.0 | 220 bps | (95) bps | 11.7 | 12.5 | 79 bps |

Source: Company, Systematix Institutional Research

Exhibit 2: Revenue break up

| Particulars (Rs mn) | Q3FY22 | Q4FY22 | Q1FY23 | Q2FY23 | Q3FY23 | Q4FY23 | Q1FY24 | Q2FY24 | Q3FY24 | YoY (%) | QoQ (%) |
|------------------------------------------------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|-------------|--------------|
| India (Rx+Gx) | 25,180 | 21,830 | 24,830 | 25,630 | 25,630 | 22,590 | 27,720 | 28,170 | 28,590 | 11.5 | 1.5 |
| North America | 11,240 | 12,090 | 11,990 | 14,320 | 16,000 | 16,770 | 18,220 | 18,870 | 19,160 | 19.8 | 1.5 |
| South Africa, Sub-Saharan and Cipla Global Access business | 8,920 | 9,530 | 7,880 | 8,670 | 5,970 | 8,320 | 7,480 | 9,930 | 8,150 | 36.5 | (17.9) |
| International Markets | 7,380 | 7,320 | 7,200 | 7,630 | 7,620 | 7,840 | 7,790 | 7,340 | 7,460 | (2.1) | 1.6 |
| API | 1,500 | 1,370 | 1,350 | 1,530 | 1,470 | 1,340 | 1,360 | 1,470 | 1,080 | (26.5) | (26.5) |
| Others | 560 | 460 | 510 | 510 | 580 | 530 | 710 | 1,000 | 990 | 70.7 | (1.0) |
| Total | 54,780 | 52,600 | 53,760 | 58,290 | 57,270 | 57,390 | 63,280 | 66,780 | 65,430 | 14.2 | (2.0) |

Source: Company, Systematix Institutional Research

Exhibit 3: Revenue mix (%)

| Particulars (%) | Q3FY22 | Q4FY22 | Q1FY23 | Q2FY23 | Q3FY23 | Q4FY23 | Q1FY24 | Q2FY24 | Q3FY24 |
|------------------------------------------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| India (Rx+Gx) | 46.0 | 41.5 | 46.2 | 44.0 | 44.8 | 39.4 | 43.8 | 42.2 | 43.7 |
| North America | 20.5 | 23.0 | 22.3 | 24.6 | 27.9 | 29.2 | 28.8 | 28.3 | 29.3 |
| South Africa, Sub-Saharan and Cipla Global Access business | 16.3 | 18.1 | 14.7 | 14.9 | 10.4 | 14.5 | 11.8 | 14.9 | 12.5 |
| International Markets | 13.5 | 13.9 | 13.4 | 13.1 | 13.3 | 13.7 | 12.3 | 11.0 | 11.4 |
| API | 2.7 | 2.6 | 2.5 | 2.6 | 2.6 | 2.3 | 2.1 | 2.2 | 1.7 |
| Others | 1.0 | 0.9 | 0.9 | 0.9 | 1.0 | 0.9 | 1.1 | 1.5 | 1.5 |

Source: Company, Systematix Institutional Research

Exhibit 4: QoQ growth (%)

| Particulars (%) | Q3FY22 | Q4FY22 | Q1FY23 | Q2FY23 | Q3FY23 | Q4FY23 | Q1FY24 | Q2FY24 | Q3FY24 |
|------------------------------------------------------------|--------------|--------------|------------|------------|--------------|------------|-------------|------------|--------------|
| India (Rx+Gx) | 4.2 | (13.3) | 13.7 | 3.2 | 0.0 | (11.9) | 22.7 | 1.6 | 1.5 |
| North America | 6.0 | 7.6 | (0.8) | 19.4 | 11.7 | 4.8 | 8.6 | 3.6 | 1.5 |
| South Africa, Sub-Saharan and Cipla Global Access business | (10.3) | 6.8 | (17.3) | 10.0 | (31.1) | 39.4 | (10.1) | 32.8 | (17.9) |
| International Markets | (10.1) | (0.8) | (1.6) | 6.0 | (0.1) | 2.9 | (0.6) | (5.8) | 1.6 |
| API | (12.8) | (8.7) | (1.5) | 13.3 | (3.9) | (8.8) | 1.5 | 8.1 | (26.5) |
| Others | 0.0 | (17.9) | 10.9 | 0.0 | 13.7 | (8.6) | 34.0 | 40.8 | (1.0) |
| Total | (0.7) | (4.0) | 2.2 | 8.4 | (1.7) | 0.2 | 10.3 | 5.5 | (2.0) |

Source: Company, Systematix Institutional Research

Exhibit 5: YoY growth (%)

| Particulars (%) | Q3FY22 | Q4FY22 | Q1FY23 | Q2FY23 | Q3FY23 | Q4FY23 | Q1FY24 | Q2FY24 | Q3FY24 |
|------------------------------------------------------------|------------|-------------|--------------|------------|------------|------------|-------------|-------------|-------------|
| India (Rx+Gx) | 12.9 | 20.8 | (8.4) | 6.1 | 1.8 | 3.5 | 11.6 | 9.9 | 11.5 |
| North America | 8.4 | 20.7 | 15.5 | 35.1 | 42.3 | 38.7 | 52.0 | 31.8 | 19.8 |
| South Africa, Sub-Saharan and Cipla Global Access business | (2.3) | 12.4 | (5.9) | (12.8) | (33.1) | (12.7) | (5.1) | 14.5 | 36.5 |
| International Markets | (0.3) | 7.5 | 23.7 | (7.1) | 3.3 | 7.1 | 8.2 | (3.8) | (2.1) |
| API | (25.4) | (38.8) | (55.3) | (11.0) | (2.0) | (2.2) | 0.7 | (3.9) | (26.5) |
| Others | 21.7 | 4.5 | 41.7 | (8.9) | 3.6 | 15.2 | 39.2 | 96.1 | 70.7 |
| Total | 6.0 | 14.2 | (2.3) | 5.6 | 4.5 | 9.1 | 17.7 | 14.6 | 14.2 |

Source: Company, Systematix Institutional Research

Exhibit 6: Margin summary

| Particulars (%) | Q3FY22 | Q4FY22 | Q1FY23 | Q2FY23 | Q3FY23 | Q4FY23 | Q1FY24 | Q2FY24 | Q3FY24 |
|-----------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Gross Margin | 60.9 | 59.2 | 62.3 | 63.1 | 65.5 | 64.0 | 64.7 | 65.4 | 66.4 |
| EBITDA Margin | 22.5 | 14.3 | 21.3 | 22.5 | 24.2 | 20.5 | 23.6 | 26.0 | 26.5 |
| EBIT Margin | 18.0 | 8.7 | 16.5 | 17.4 | 19.5 | 14.4 | 19.8 | 21.6 | 22.9 |
| PAT Margin | 13.3 | 6.9 | 12.8 | 13.7 | 13.8 | 9.2 | 15.7 | 16.9 | 16.0 |

Source: Company, Systematix Institutional Research

Exhibit 7: Change in estimates

| Particulars (Rs mn) | New estimates | | Old estimates | | Change (%) | |
|---------------------|---------------|---------|---------------|---------|------------|----------|
| | FY24E | FY25E | FY24E | FY25E | FY24E | FY25E |
| Net sales | 256,272 | 276,395 | 256,690 | 274,801 | 1.6 | 2.7 |
| EBITDA | 62,176 | 69,247 | 63,730 | 68,828 | (0.2) | 2.1 |
| Margin (%) | 24.3 | 25.1 | 24.8 | 25.0 | (46) bps | (15) bps |
| PAT | 40,025 | 45,692 | 41,447 | 44,999 | (0.3) | 2.1 |
| Margin (%) | 15.6 | 16.5 | 16.1 | 16.4 | (31) bps | (9) bps |
| EPS | 49.7 | 56.8 | 51.5 | 55.9 | (0.3) | 2.1 |

Source: Systematix Institutional Research

Exhibit 8: Actual vs Estimates

| Particulars (Rs mn) | Actuals | Systematix | Var(%) | Cons. | Var(%) |
|---------------------|---------|------------|----------|--------|----------|
| Net sales | 66,038 | 66,011 | 0.0 | 65,222 | 1.3 |
| EBITDA | 17,475 | 17,012 | 2.7 | 15,989 | 9.3 |
| Margin (%) | 26.5 | 25.8 | 69 bps | 24.5 | 195 bps |
| PAT | 10,559 | 11,151 | (5.3) | 10,581 | (0.2) |
| Margin (%) | 16.0 | 16.9 | (90) bps | 16.2 | (23) bps |

Source: Company, Systematix Institutional Research

FINANCIALS

Profit & Loss Statement

| YE: Mar (Rs mn) | FY22 | FY23 | FY24E | FY25E | FY26E |
|----------------------------|-----------------|-----------------|-----------------|-----------------|-----------------|
| Net Revenues | 2,17,633 | 2,27,531 | 2,56,272 | 2,76,395 | 3,00,799 |
| YoY gr. (%) | 13.6% | 4.5% | 12.6% | 7.9% | 8.8% |
| Cost of Goods Sold | 84,956 | 82,433 | 89,312 | 93,432 | 1,00,629 |
| Gross Profit | 1,32,677 | 1,45,098 | 1,66,960 | 1,82,963 | 2,00,170 |
| Margin (%) | 61.0% | 63.8% | 65.1% | 66.2% | 66.5% |
| Employee Cost | 35,299 | 38,301 | 42,939 | 47,233 | 51,957 |
| Other Expenses | 51,851 | 56,438 | 61,845 | 66,483 | 71,469 |
| EBITDA | 45,528 | 50,360 | 62,176 | 69,247 | 76,743 |
| YoY gr. (%) | 7.1% | 10.6% | 23.5% | 11.4% | 10.8% |
| Margin (%) | 20.9% | 22.1% | 24.3% | 25.1% | 25.5% |
| Depre and Amortization | 10,520 | 11,721 | 9,961 | 11,199 | 12,104 |
| EBIT | 35,008 | 38,639 | 52,215 | 58,048 | 64,639 |
| Margin (%) | 16.1% | 17.0% | 20.4% | 21.0% | 21.5% |
| Net Interest | 1,064 | 1,095 | 1,024 | 1,062 | 1,062 |
| Other Income | 2,809 | 4,755 | 6,819 | 6,073 | 7,679 |
| Exceptional Items | 1,821 | 1,824 | 1,948 | - | - |
| Profit Before Tax | 34,933 | 40,474 | 56,062 | 63,059 | 71,256 |
| Margin (%) | 16.1% | 17.8% | 21.9% | 22.8% | 23.7% |
| Total Tax | 9,338 | 12,029 | 15,526 | 16,857 | 19,048 |
| Effective tax rate (%) | 26.7% | 29.7% | 27.7% | 26.7% | 26.7% |
| MI & Share from Associates | 427 | 336 | 510 | 510 | 510 |
| Profit after tax | 25,168 | 28,109 | 40,025 | 45,692 | 51,698 |
| EPS | 31.3 | 34.9 | 49.7 | 56.8 | 64.2 |
| YoY gr. (%) | 4.6% | 11.7% | 42.4% | 14.2% | 13.1% |

Source: Company, Systematix Institutional Research

Balance Sheet

| YE: Mar (Rs mn) | FY22 | FY23 | FY24E | FY25E | FY26E |
|---------------------------|-----------------|-----------------|-----------------|-----------------|-----------------|
| Equity Share Capital | 1,614 | 1,614 | 1,614 | 1,614 | 1,614 |
| Reserves & Surplus | 2,06,803 | 2,32,464 | 2,66,603 | 3,05,503 | 3,49,448 |
| Net Worth | 2,08,417 | 2,34,078 | 2,68,218 | 3,07,118 | 3,51,062 |
| Short term debt | 4,079 | 5,204 | 5,560 | 5,897 | 6,381 |
| Long term debt | 4,162 | - | - | - | - |
| Trade payables | 25,081 | 24,571 | 25,108 | 26,266 | 28,290 |
| Other Provisions | 12,210 | 12,867 | 14,423 | 15,556 | 16,929 |
| Other liabilities | 17,062 | 17,914 | 25,086 | 26,253 | 27,669 |
| Total Liabilities | 2,71,011 | 2,94,633 | 3,38,395 | 3,81,090 | 4,30,331 |
| Net block | 1,00,052 | 95,048 | 96,428 | 1,01,231 | 1,05,119 |
| CWIP | 3,829 | 6,892 | 9,571 | 12,576 | 15,903 |
| Other Non-current asset | 19,241 | 19,346 | 15,946 | 17,145 | 18,360 |
| Investments | 614 | 598 | 658 | 724 | 796 |
| Cash and Cash Equivalents | 19,285 | 15,646 | 60,643 | 83,583 | 1,10,605 |
| Debtors | 34,244 | 40,570 | 46,088 | 49,707 | 54,096 |
| Inventories | 53,502 | 51,564 | 56,722 | 59,338 | 63,910 |
| Other current asset | 40,244 | 64,969 | 52,338 | 56,786 | 61,542 |
| Total Assets | 2,71,011 | 2,94,633 | 3,38,395 | 3,81,090 | 4,30,331 |

Source: Company, Systematix Institutional Research

Cash Flow

| YE: Mar (Rs mn) | FY22 | FY23 | FY24E | FY25E | FY26E |
|---------------------------------------|----------------|---------------|---------------|----------------|----------------|
| PBT | 34,933 | 40,474 | 56,062 | 63,059 | 71,256 |
| Depreciation | 10,520 | 11,721 | 9,961 | 11,199 | 12,104 |
| Interest | 1,064 | 1,095 | 1,024 | 1,062 | 1,062 |
| Others | -1,514 | -3,737 | -4,871 | -6,073 | -7,679 |
| Working capital | -7,540 | -24,502 | 6,523 | -7,225 | -8,904 |
| Direct tax | -9,338 | -12,029 | -15,526 | -16,857 | -19,048 |
| Net cash from Op. activities | 28,123 | 13,023 | 53,173 | 45,165 | 48,792 |
| Net Capital expenditures | -10,171 | -9,764 | -14,080 | -19,072 | -19,393 |
| Others | -1,734 | 118 | 14,917 | 4,874 | 6,464 |
| Net cash from Invst activities | -11,905 | -9,646 | 836 | -14,198 | -12,928 |
| Issue of share cap. / premium | 1 | 1 | - | - | - |
| Debt changes | -7,133 | -3,038 | 356 | 337 | 485 |
| Dividend paid | -4,034 | -4,035 | -6,404 | -7,311 | -8,272 |
| Others | 220 | 57 | -2,964 | -1,054 | -1,054 |
| Net cash from Fin. activities | -10,946 | -7,015 | -9,012 | -8,027 | -8,841 |
| Net change in cash | 5,272 | -3,639 | 44,997 | 22,939 | 27,023 |

Source: Company, Systematix Institutional Research

Key Financial Metrics

| YE: Mar (Rs mn) | FY22 | FY23 | FY24E | FY25E | FY26E |
|----------------------------|-------|-------|-------|-------|-------|
| Per Share(Rs) | | | | | |
| EPS | 31.3 | 34.9 | 49.7 | 56.8 | 64.2 |
| CEPS | 44.3 | 49.5 | 62.1 | 70.7 | 79.3 |
| BVPS | 259.0 | 290.9 | 333.3 | 381.7 | 436.3 |
| DPS | 5.0 | 5.0 | 8.0 | 9.1 | 10.3 |
| Return Ratio(%) | | | | | |
| RoCE | 16.2 | 16.1 | 19.1 | 18.5 | 18.1 |
| RoE | 12.1 | 12.0 | 14.9 | 14.9 | 14.7 |
| Balance Sheet | | | | | |
| Net Debt : Equity (x) | -0.2 | -0.2 | -0.3 | -0.4 | -0.4 |
| Net Working Capital (Days) | 172.2 | 180.2 | 179.0 | 187.0 | 185.0 |
| Valuation(x) | | | | | |
| PER | 43.8 | 39.2 | 27.5 | 24.1 | 21.3 |
| EV/EBITDA | 23.5 | 21.1 | 16.3 | 14.3 | 12.5 |
| EV/Sales | 4.9 | 4.7 | 4.0 | 3.6 | 3.2 |

Source: Company, Systematix Institutional Research

Institutional Equities Team

| | | | |
|--------------------------|--------------------------|-------------------------|----------------------------------|
| Nikhil Khandelwal | Managing Director | +91-22-6704 8001 | nikhil@systematixgroup.in |
|--------------------------|--------------------------|-------------------------|----------------------------------|

Equity Research

| Analysts | Industry Sectors | Desk-Phone | E-mail |
|------------------|------------------------------------------------------------------------|------------------|------------------------------------|
| Dhananjay Sinha | Co Head of Equities & Head of Research - Strategy & Economics | +91-22-6704 8095 | dhananjaysinha@systematixgroup.in |
| Ashish Poddar | Consumer Durables, EMS, Building Materials, Small-Mid Caps | +91-22-6704 8039 | ashishpoddar@systematixgroup.in |
| Himanshu Nayyar | Consumer Staples & Discretionary | +91-22-6704 8079 | himanshunayyar@systematixgroup.in |
| Manjith Nair | Banking, Insurance | +91-22-6704 8065 | manjithnair@systematixgroup.in |
| Pradeep Agrawal | NBFCs & Diversified Financials | +91-22-6704 8024 | pradeepagrawal@systematixgroup.in |
| Pratik Tholiya | Specialty & Agro Chem, Fertilisers, Sugar, Textiles and Select Midcaps | +91-22-6704 8028 | pratiktholiya@systematixgroup.in |
| Sameer Pardikar | IT & ITES | +91-22-6704 8041 | sameerpardikar@systematixgroup.in |
| Sudeep Anand | Oil & Gas, Logistics, Cement, Wagons | +91-22-6704 8085 | sudeepanand@systematixgroup.in |
| Vishal Manchanda | Pharmaceuticals and Healthcare | +91-22-6704 8064 | vishalmanchanda@systematixgroup.in |
| Chetan Mahadik | Consumer Staples & Discretionary | +91-22-6704 8091 | chetanmahadik@systematixgroup.in |
| Devanshi Kamdar | IT & ITES | +91-22-6704 8098 | devanshikamdar@systematixgroup.in |
| Hinal Kothari | Metals & Mining | +91-22-6704 8076 | hinalkothari@systematixgroup.in |
| Jennisa Popat | Oil & Gas, Logistics, Cement, Wagons | +91-22-6704 8066 | jennisapopat@systematixgroup.in |
| Kalash Jain | Consumer Durables, EMS, Building Materials, Small-Mid Caps | +91-22-6704 8038 | kalashjain@systematixgroup.in |
| Nirali Chheda | Banking, Insurance | +91-22-6704 8019 | niralichheda@systematixgroup.in |
| Pashmi Chheda | Banking, Insurance | +91-22-6704 8063 | pashmichheda@systematixgroup.in |
| Pranay Shah | Consumer Durables, EMS, Building Materials, Small-Mid Caps | +91-22-6704 8017 | pranayshah@systematixgroup.in |
| Pratik Oza | Midcaps | +91-22-6704 8036 | pratikoza@systematixgroup.in |
| Pravin Mule | NBFCs & Diversified Financials | +91-22-6704 8034 | pravinmule@systematixgroup.in |
| Prathmesh Kamath | Oil & Gas, Logistics, Cement, Wagons | +91-22-6704 8022 | prathmeshkamath@systematixgroup.in |
| Purvi Mundhra | Macro-Strategy | +91-22-6704 8078 | purvimundhra@systematixgroup.in |
| Rajesh Mudaliar | Consumer Staples & Discretionary | +91-22-6704 8084 | rajeshmudaliar@systematixgroup.in |
| Ronak Dhruv | NBFCs & Diversified Financials | +91-22-6704 8045 | ronakdhruv@systematixgroup.in |
| Shweta Dikshit | Metals & Mining | +91-22-6704 8042 | shwetadikshit@systematixgroup.in |
| Swati Saboo | Midcaps | +91-22-6704 8043 | swatisaboo@systematixgroup.in |
| Vivek Mane | Pharmaceuticals and Healthcare | +91-22-6704 8046 | vivekmane@systematixgroup.in |
| Yogeeta Rathod | Midcaps | +91-22-6704 8081 | yogeetarathod@systematixgroup.in |

Equity Sales & Trading

| Name | | Desk-Phone | E-mail |
|-------------------|--------------------------------------------|------------------|-------------------------------------|
| Vipul Sanghvi | Co Head of Equities & Head of Sales | +91-22-6704 8062 | vipulsanghvi@systematixgroup.in |
| Jignesh Desai | Sales | +91-22-6704 8068 | jigneshdesai@systematixgroup.in |
| Sidharth Agrawal | Sales | +91-22-6704 8090 | sidharthagrawal@systematixgroup.in |
| Rahul Khandelwal | Sales | +91-22-6704 8003 | rahul@systematixgroup.in |
| Chintan Shah | Sales | +91-22-6704 8061 | chintanshah@systematixgroup.in |
| Pawan Sharma | Director and Head - Sales Trading | +91-22-6704 8067 | pawansharma@systematixgroup.in |
| Mukesh Chaturvedi | Vice President and Co Head - Sales Trading | +91-22-6704 8074 | mukeshchaturvedi@systematixgroup.in |
| Vinod Bhuwad | Sales Trading | +91-22-6704 8051 | vinodbhuwad@systematixgroup.in |
| Rashmi Solanki | Sales Trading | +91-22-6704 8097 | rashmisolanki@systematixgroup.in |
| Karan Damani | Sales Trading | +91-22-6704 8053 | karandamani@systematixgroup.in |
| Vipul Chheda | Dealer | +91-22-6704 8087 | vipulchheda@systematixgroup.in |
| Paras Shah | Dealer | +91-22-6704 8047 | parasshah@systematixgroup.in |
| Rahul Singh | Dealer | +91-22-6704 8054 | rahulsingh@systematixgroup.in |

Corporate Access

| | | | |
|----------------|----------------------------------------|------------------|----------------------------------|
| Mrunal Pawar | Vice President & Head Corporate Access | +91-22-6704 8088 | mrunalpawar@systematixgroup.in |
| Darsha Hiwrale | Associate Corporate Access | +91-22-6704 8083 | darshahiwrale@systematixgroup.in |

Production

| | | | |
|---------------------|------------|------------------|---------------------------------------|
| Madhu Narayanan | Editor | +91-22-6704 8071 | madhunarayanan@systematixgroup.in |
| Mrunali Pagdhare | Production | +91-22-6704 8057 | mrunalip@systematixgroup.in |
| Vijayendra Achrekar | Production | +91-22-6704 8089 | vijayendraachrekar@systematixgroup.in |

Operations

| | | | |
|-----------------|----------------|------------------|-----------------------------------|
| Sachin Malusare | Vice President | +91-22-6704 8055 | sachinmalusare@systematixgroup.in |
| Jignesh Mistry | Manager | +91-22-6704 8049 | jigneshmistry@systematixgroup.in |
| Sushant Chavan | Manager | +91-22-6704 8056 | sushantchavan@systematixgroup.in |

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Systematix Shares and Stocks (India) Limited:

Registered and Corporate address: The Capital, A-wing, No. 603 – 606, 6th Floor, Plot No. C-70, G Block, Bandra Kurla Complex, Bandra (East), Mumbai – 400 051

Tel no. 022-66198000/40358000 Fax no. 022-66198029/40358029 Email id contactus@systematixgroup.in. Visit us at: www.systematixgroup.in

Details of Compliance officer: Ms Nipa Savla, Compliance officer Tel no. 022-66198092/4035808092 Email id compliance@systematixgroup.in

Details of Email id grievance redressal cell : grievance@systematixgroup.in

Details of Registration : CIN - U65993MH1995PLC268414 | BSE SEBI Reg. No.: INZ000171134 (Member Code: 182) | NSE SEBI Reg. No.: INZ000171134 (Member Code: 11327) | MCX SEBI Reg. No.: INZ000171134 (Member Code: 56625) | NCDEX SEBI Reg. No.: INZ000171134 (Member Code: 1281) | Depository Participant SEBI Reg. No.: IN-DP-480-2020 (DP Id: 12034600) | PMS SEBI Reg. No.: INP000002692 | Research Analyst SEBI Reg. No.: INH200000840 | AMFI - ARN - 64917