

29 May 2025

India | Equity Research | Results update

# **Cohance Lifesciences**

Pharma

# Building drivers to rise up the value chain

Cohance Lifesciences' (Cohance) Q4FY25 pro forma financial performance was below our expectation. Momentum across its pharma CDMO (+31% YoY) was strong, while specialty chemical CDMO business growth (+75%) is beginning to recover. Pharma CDMO business could benefit from the commercialisation of one new molecule (supplying four intermediates), while a recovery in specialty chemical segment may continue in FY26. Management has guided for double-digit revenue growth driven by traction in all the three verticals. However, change in business mix may restrict EBITDA margin between 30-32% in FY26 (adj. margin in Q4FY25 at 31.3%) and a recovery could flow in thereafter. Maintain **BUY** with a DCF-based revised TP of INR 1,365.

# Spec chem growth picks up; integration weighs on margin

Q4FY25 revenue grew 19.9% YoY (24.4% QoQ) to INR 8.4bn (I-Sec: INR 8.9bn). Gross margin contracted 92bps YoY (-750bps QoQ) to 64.0%. Adjusting for one-off cost of INR 339mn, EBITDA grew 3.1% YoY (9.8% QoQ) to INR 2.6bn (I-Sec: INR 3.3bn) while margin plummeted 510bps YoY (413bps QoQ) to 31.3% due to change in business mix. Other income declined 50.6% YoY while depreciation cost rose 69.6% YoY. Adj. PAT declined 16.3% YoY (1.1% QoQ) to INR 1.4bn (I-Sec: INR 2.1bn).

# Growth drivers across verticals in place

Pharma CDMO grew 31.0% YoY to INR 3.4bn driven by acquisitions and strong growth in base biz. RFQs doubled in FY25 and the company also received one RFQ for an ADC product from its existing client. Besides, one molecule (4 intermediates) is expected to enter the commercial phase in FY26 which will likely boost growth. We expect pharma CDMO business to grow 34.6% over FY25–27E driven by incremental contribution from niche technology projects. Agri and specialty chemical CDMO segments have recovered and delivered robust growth of 74.7% YoY to INR 1.5bn on a low base. Management anticipates healthy growth to sustain in FY26. We expect agri and specialty chemical segments to grow at 21.1% CAGR over FY25–27E. API+ declined 1.3% YoY to INR 3.5bn. We expect API+ to deliver CAGR of 10.9% over FY25-27E. Management has guided for muted growth in Q1FY26 with growth coming in H2FY26 led by shipment schedule and customer inventory adjustments.

# **Financial Summary**

Y/E March (INR mn)	FY24A	FY25A	FY26E	FY27E
Net Revenue	23,922	26,103	32,693	39,363
EBITDA	8,534	8,781	10,524	13,714
EBITDA Margin (%)	35.7	33.6	32.2	34.8
Net Profit	5,762	5,817	6,332	8,678
EPS (INR)	14.8	14.9	16.2	22.3
EPS % Chg YoY	(14.9)	1.0	8.9	37.0
P/E (x)	75.0	74.2	68.2	49.8
EV/EBITDA (x)	50.1	49.1	40.8	30.8
RoCE (%)	22.0	15.8	18.0	19.9
RoE (%)	19.8	18.6	18.2	20.2

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#### **Market Data**

Market Cap (INR)	0bn
Market Cap (USD)	0mn
Bloomberg Code	SUVENPHA IN
Reuters Code	SUVH.BO
52-week Range (INR)	0 /0
Free Float (%)	0.0
ADTV-3M (mn) (USD)	0.0

Price Performance (%)	3m	6m	12m
Absolute	0.0	0.0	0.0
Relative to Sensex	0.0	0.0	0.0

ESG Score	2023	2024	Change
ESG score	64.4	66.1	1.7
Environment	47.4	54.7	7.3
Social	55.5	59.7	4.2
Governance	76.6	78.2	1.6

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

Source: SES ESG, I-sec research

#### **Previous Reports**

25-03-2025: Initiating Coverage



#### View and valuation

Suven Pharma's merger (all stock deal) with Cohance Lifesciences was effective from  $1^{\rm st}$  May 2025 post which on  $19^{\rm th}$  May 2025 the company was renamed to Cohance Lifesciences. The Q4 & FY25 proforma revenue includes revenue of Suven, Cohance, Sapala (67.5% stake acquired on  $12^{\rm th}$  July 2024) and NJ Bio (56% stake acquired on  $20^{\rm th}$  Dec 2024).

Cohance's pharma CDMO business is witnessing steady momentum with doubling of RFQs in FY25 and the traction is likely to improve further as a client has filed NDA application for a molecule for which Cohance is supplying four intermediates. Its phase-3 pipeline also includes nine molecules translating into 15 intermediates. Improvement in product mix coupled with incremental contribution from niche technical capabilities like ADCs, peptides and oligonucleotide fragments will likely drive growth in the segment. It has healthy orderbook for APIs and commercialisation of five new products in FY26 is expected to further contribute to growth.

Specialty chemicals segment growth has started to recover and the trend is likely to continue in FY26. The company is also setting up a dedicated site for this at its Vizag plant, which would cater to the segment's growth needs. The company has earmarked a capex plan of INR 3.5bn for FY26 for increasing capacity for acquired business of NJ Bio (56% stake of Cohance). It had cash balance of INR 2.9bn as on end FY25. FY26 is likely to be a year of integration as management would work towards consolidation of the merged and acquired entities. In FY26, margins may be under pressure due to higher revenue contribution from low margin specialty chemicals CDMO and integration of NJ Bio (EBITDA margin @10%).

We cut FY26/27E earnings by ~4% to factor lower than anticipated growth in pharma CDMO biz. We now expect Cohance to register 22.8%/25%/26.0% revenue/EBITDA/PAT growth over FY25–27E. At CMP, the stock trades at 68.2x FY26E and 49.8x FY27E earnings. The company is also likely to generate free cashflow of ~INR 9bn over FY25–27E, which should help meet its inorganic initiatives. We value the company on DCF basis, which we believe would help capture the long-term potential of this business. We maintain **BUY** on the stock with a lower TP of INR 1,365 (INR 1,400 earlier).

**Key downside risks:** Slowdown in global R&D, loss of patent of commercial products may dent performance, delay in integration and synergies of the acquired assets and geopolitical uncertainties.

# Q4FY25 conference call highlights

#### **CDMO Pharma**

- As of end FY25, it was working on supplies for 16 commercials as against 10 in FY23.
- Phase 3 pipeline increased to 15 intermediates across 9 molecules in FY25 (up from 6 intermediates across 2 molecules in FY23).
- Cohance's client base includes 14 out of 20 top pharma/biotech innovators. These clients account for more than 80% of revenue.
- It onboarded 3 new customers in FY25, including a top-five global pharma leader.
- One (four intermediates) molecule from phase 3 pipeline has received a positive readout; client has filed the NDA application. Four intermediates related to the product will enter the commercial phase.



- RFQs have doubled across the platform in FY25. Contribution from late-stage and mid-stage RFQs continues to grow.
- It also received one RFQ for an ADC product from a client with whom the company has relationship for the last 3 decades.
- Incremental contribution continues to increase from niche technology projects like ADCs, peptides and oligonucleotide fragments.
- Validation from oligonucleotide facility will start by Q3FY26.

#### **CDMO Specialty Chemicals**

- The company also has relationships with innovators in agro chemicals, cosmetics, electronic chemicals and photochromic lens.
- Q4FY25 marked a recovery in this segment which may continue in FY26.

### API

- Cohance ranks among the top 3 companies in 8 out of 10 top molecules portfolio.
- In FY25, it completed 8 new product validations, filed 8 DMFs and launched 9 new formulation CMO projects.
- In FY26, it is likely to commercialise 5 new products.

#### **Financials**

- It generated free cashflow of INR 4bn in FY25 and ended the year with INR 2.9bn of cash.
- It incurred capex of INR 3.2bn (excluding acquisition) in FY25.

#### Guidance

- Management has maintained guidance of achieving USD 1bn revenue by 2030, driven by strong traction across all the three verticals.
- Guides for double-digit revenue growth in FY26.
- Q1FY26 will be a muted quarter, as shipment timings are skewed towards H2FY26.
- EBITDA margin in FY26 is likely to be in low 30s and will be scaled to mid 30s in medium term.
- EBITDA margin dip in FY26 will be mainly due to change in business mix, integration of NJ bio and Sapla and inventory destocking.
- Capex for FY26 will be higher at INR 3.5bn, mainly towards capacity addition for NJ Bio.
- Capital allocation focus ahead will be on scaling up differentiated modalities through organic and inorganic routes.



**Exhibit 1: Quarterly review** 

Y/E Mar (INR mn)	Q4FY25	Q4FY24	YoY(%)	Q3FY25	QoQ (%)	FY25	FY24	YoY(%)
Net Sales	8,412	7,018	19.9	6,764	24.4	26,103	23,922	9.1
Gross Profit	5,387	4,559	18.2	4,839	11.3	17,799	15,782	12.8
Gross Margins (%)	64.0	65.0	(92.2)	71.5	(750.1)	68.2	66.0	3.4
EBITDA	2,632	2,554	3.1	2,396	9.8	8,781	8,534	2.9
EBITDA Margins (%)	31.3	36.4	(510.3)	35.4	(413.4)	33.6	35.7	(5.7)
Other Income	84	170	(50.6)	139	(39.6)	514	731	(29.7)
Interest	104	132	(21.2)	108	(3.7)	411	406	1.2
Depreciation	497	293	69.6	409	21.5	1,482	1,139	30.1
Exceptional expense (income)	497	374	32.9	(224)	(321.9)	943	1,065	(11.5)
PBT	1,618	1,925	(15.9)	2,242	(27.8)	6,459	6,655	(2.9)
Tax	516	578	(10.7)	561	(8.0)	1,781	1,981	(10.1)
Tax Rate (%)	31.9	30.0		25.0		27.6	29.8	
PAT	1,102	1,347	(18.2)	1,681	(34.4)	4,874	4,697	3.8
Adjusted PAT	1,441	1,721	(16.3)	1,457	(1.1)	5,463	5,739	(4.8)
NPM (%)	13.1	19.2	(31.7)	24.9	(47.3)	18.7	19.6	(4.9)

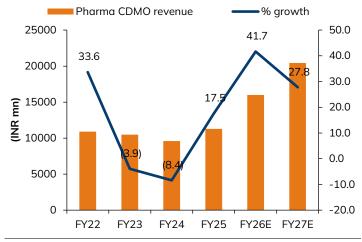
Source: Company data, I-Sec research

**Exhibit 2: Segmental revenue split** 

Segments	Q4FY25	Q4FY24	YoY(%)	FY25	FY24	YoY(%)
Pharma CDMO revenue	3447	2631	31.0	11282	9599	17.5
Specialty chemicals CDMO revenue	1478	846	74.7	2977	3530	-15.7
API+ revenue	3497	3542	-1.3	11844	10792	9.7
Total revenue	8422	7019	20.0	26103	23921	9.1

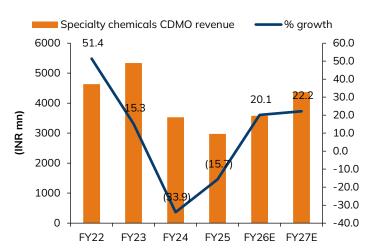
Source: Company data, I-Sec research

Exhibit 3: Commercial molecules to drive momentum in Pharma CDMO business



Source: I-Sec research, Company data

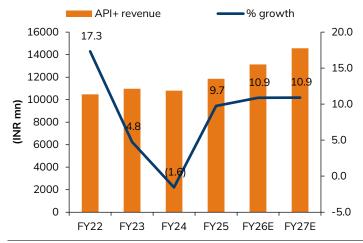
Exhibit 4: Spec Chem recovery expected to continue ahead



Source: I-Sec research, Company data

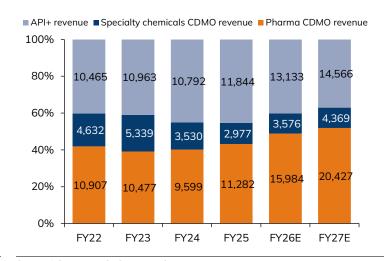


# Exhibit 5: Healthy order book and new projects to aid growth



Source: I-Sec research, Company data

## Exhibit 6: CDMO contribution to rise to 63% by FY27E



Source: I-Sec research, Company data

Exhibit 7: Revenue expected to grow at ~23% CAGR over FY25-27E

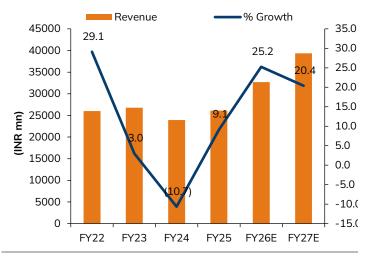
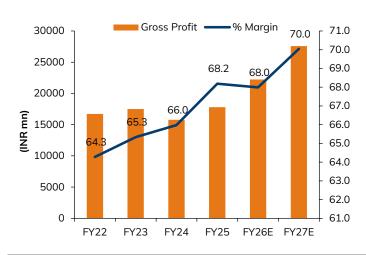
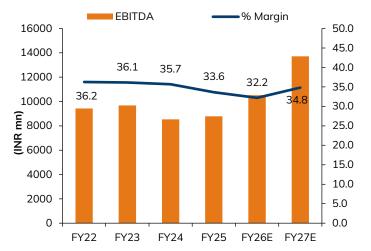


Exhibit 8: Gross margin likely to touch 70% by FY27E



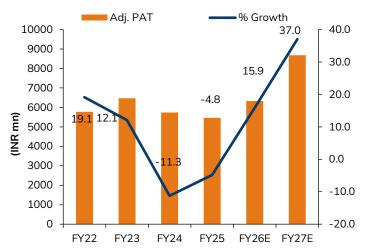
Source: I-Sec research, Company data

Exhibit 9: EBITDA margins to expand ~120bps over FY25-27E



Source: I-Sec research, Company data

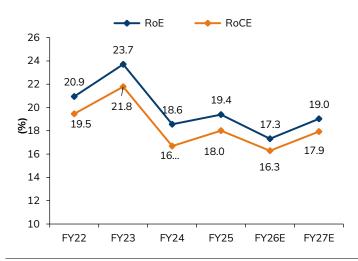
Exhibit 10: Adj. PAT expected to grow at ~26% CAGR over FY25-27E



Source: I-Sec research, Company data

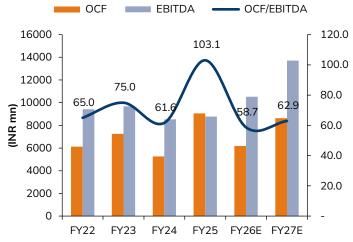


Exhibit 11: Return ratios to remain stable ahead



Source: I-Sec research, Company data

Exhibit 12: Cohance expected to generate FCF of ~INR 9bn over FY25-27E



Source: I-Sec research, Company data

**Exhibit 13: Shareholding pattern** 

%	Sep'24	Dec'24	Mar'25
Promoters	50.1	50.1	66.4
Institutional investors	27.6	27.5	18.5
MFs and others	14.1	13.2	8.7
Fls/Banks	0.0	0.0	0.0
Insurance	2.5	3.2	2.2
FIIs	11.0	11.1	7.6
Others	22.3	22.4	15.1

Source: Bloomberg, I-Sec research

**Exhibit 14: Price chart** 



Source: Bloomberg, I-Sec research



# **Financial Summary**

# **Exhibit 15: Profit & Loss**

(INR mn, year ending March)

	FY24A	FY25A	FY26E	FY27E
Net Sales	23,922	26,103	32,693	39,363
Operating Expenses	3,442	4,249	6,179	7,282
EBITDA	8,534	8,781	10,524	13,714
EBITDA Margin (%)	35.7	33.6	32.2	34.8
Depreciation & Amortization	1,139	1,482	1,556	1,634
EBIT	7,395	7,299	8,968	12,080
Interest expenditure	406	411	419	428
Other Non-operating Income	731	514	206	378
Recurring PBT	7,720	7,402	8,755	12,030
Profit / (Loss) from Associates	-	-	-	-
Less: Taxes	1,981	1,781	2,189	3,008
PAT	5,739	5,621	6,566	9,023
Less: Minority Interest	(23)	(196)	234	345
Extraordinaries (Net)	-	-	-	-
Net Income (Reported)	5,762	5,817	6,332	8,678
Net Income (Adjusted)	5,762	5,817	6,332	8,678

Source Company data, I-Sec research

# **Exhibit 16: Balance sheet**

(INR mn, year ending March)

	FY24A	FY25A	FY26E	FY27E
Total Current Assets	21,895	15,337	20,927	30,172
of which cash & cash eqv.	9,440	2,942	5,403	11,481
Total Current Liabilities & Provisions	2,418	2,685	3,363	4,049
Net Current Assets	19,477	12,652	17,564	26,123
Investments	-	-	-	-
Net Fixed Assets	10,273	14,926	16,870	17,736
ROU Assets	762	2,418	2,418	2,418
Capital Work-in-Progress	4,082	3,316	3,316	3,316
Total Intangible Assets	730	937	937	937
Other assets	1,002	(223)	(279)	(336)
Deferred Tax Assets	-	-	-	-
Total Assets	36,326	34,026	40,826	50,194
Liabilities				
Borrowings	5,274	2,584	2,584	2,584
Deferred Tax Liability	-	-	-	-
provisions	-	-	-	-
other Liabilities	-	-	-	-
Equity Share Capital	383	383	383	383
Reserves & Surplus	30,669	29,618	36,185	45,207
Total Net Worth	31,052	30,001	36,567	45,590
Minority Interest	-	1,441	1,675	2,020
Total Liabilities	36,326	34,026	40,826	50,194

Source Company data, I-Sec research

# **Exhibit 17: Cashflow statement**

(INR mn, year ending March)

	FY24A	FY25A	FY26E	FY27E
Operating Cashflow	5,260	9,050	6,174	8,627
<b>Working Capital Changes</b>	(228)	1,552	(2,395)	(2,424)
Capital Commitments	(2,999)	(7,232)	(3,500)	(2,500)
Free Cashflow	2,261	1,818	2,674	6,127
Other investing cashflow	731	514	206	378
Cashflow from Investing Activities	(2,268)	(6,718)	(3,294)	(2,122)
Issue of Share Capital	-	-	-	-
Interest Cost	(406)	(411)	(419)	(428)
Inc (Dec) in Borrowings	1,915	(2,690)	-	-
Dividend paid	-	-	-	-
Others	-	-	-	-
Cash flow from Financing Activities	1,509	(3,101)	(419)	(428)
Chg. in Cash & Bank balance	4,501	(769)	2,461	6,078
Closing cash & balance	10,344	8,671	5,403	11,481

Source Company data, I-Sec research

# **Exhibit 18: Key ratios**

(Year ending March)

Per Share Data (INR) Reported EPS Adjusted EPS (Diluted) Cash EPS Dividend per share (DPS) Book Value per share (BV) Dividend Payout (%)  Growth (%) Net Sales EBITDA EPS (INR)	14.8 14.8 17.7 - 79.7 - (10.7) (11.8)	14.9 14.9 18.7 - 77.0 -	16.2 16.2 20.2 - 93.8	22.3 22.3 26.5 - 117.0
Reported EPS Adjusted EPS (Diluted) Cash EPS Dividend per share (DPS) Book Value per share (BV) Dividend Payout (%)  Growth (%) Net Sales EBITDA	14.8 17.7 - 79.7 - (10.7)	14.9 18.7 - 77.0	16.2 20.2	22.3 26.5
Cash EPS Dividend per share (DPS) Book Value per share (BV) Dividend Payout (%)  Growth (%) Net Sales EBITDA	17.7 - 79.7 - (10.7)	18.7 - 77.0 -	20.2	26.5
Dividend per share (DPS) Book Value per share (BV) Dividend Payout (%)  Growth (%) Net Sales EBITDA	79.7 - (10.7)	77.0 -	-	-
Book Value per share (BV) Dividend Payout (%)  Growth (%) Net Sales EBITDA	(10.7)	-	93.8 -	117.0 -
Dividend Payout (%)  Growth (%)  Net Sales  EBITDA	(10.7)	-	93.8 -	117.0
Growth (%) Net Sales EBITDA		9.1	-	-
Net Sales EBITDA		9.1		
EBITDA		9.1		
	/11 0\		25.2	20.4
EPS (INR)	(11.0)	2.9	19.9	30.3
\	(14.9)	1.0	8.9	37.0
Valuation Ratios (x)				
P/E	75.0	74.2	68.2	49.8
P/CEPS	62.6	59.2	54.7	41.9
P/BV	13.9	14.4	11.8	9.5
EV / EBITDA	50.1	49.1	40.8	30.8
P / Sales	18.1	16.5	13.2	11.0
Dividend Yield (%)	-	-	-	-
Operating Ratios				
Gross Profit Margins (%)	50.1	49.9	51.1	53.3
EBITDA Margins (%)	35.7	33.6	32.2	34.8
Effective Tax Rate (%)	25.7	24.1	25.0	25.0
Net Profit Margins (%)	24.0	21.5	20.1	22.9
NWC / Total Assets (%)	-	-	-	-
Net Debt / Equity (x)	(0.1)	0.0	(0.1)	(0.2)
Net Debt / EBITDA (x)	(0.5)	0.0	(0.3)	(0.6)
Profitability Ratios				
RoCE (%)	22.0	15.8	18.0	19.9
RoE (%)	19.8	18.6	18.2	20.2
RoIC (%)	21.3	19.1	20.2	24.4
Fixed Asset Turnover (x)	8.0	0.7	0.7	0.8
Inventory Turnover Days	85	67	77	79
Receivables Days	92	110	128	130
Payables Days	35	38	45	45



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