

# **Aurobindo Pharma**

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|          |

| Bloomberg             | ARBP IN     |
|-----------------------|-------------|
| Equity Shares (m)     | 581         |
| M.Cap.(INRb)/(USDb)   | 626.9 / 7.1 |
| 52-Week Range (INR)   | 1593 / 994  |
| 1, 6, 12 Rel. Per (%) | -6/-13/-27  |
| 12M Avg Val (INR M)   | 1531        |

#### Financials & Valuations (INR b)

| manetals & valuations (min s) |       |              |       |  |  |  |  |
|-------------------------------|-------|--------------|-------|--|--|--|--|
| Y/E MARCH                     | 2025  | <b>2026E</b> | 2027E |  |  |  |  |
| Sales                         | 317.2 | 329.0        | 366.4 |  |  |  |  |
| EBITDA                        | 67.5  | 70.3         | 80.2  |  |  |  |  |
| Adj. PAT                      | 35.4  | 37.1         | 45.1  |  |  |  |  |
| EBIT Margin (%)               | 16.1  | 15.9         | 16.7  |  |  |  |  |
| Cons. Adj. EPS (INR)          | 61.0  | 63.8         | 77.7  |  |  |  |  |
| EPS Gr. (%)                   | 7.9   | 4.6          | 21.7  |  |  |  |  |
| BV/Sh. (INR)                  | 562.2 | 622.0        | 695.7 |  |  |  |  |
| Ratios                        |       |              |       |  |  |  |  |
| Net D:E                       | -0.1  | -0.1         | -0.2  |  |  |  |  |
| RoE (%)                       | 11.4  | 11.7         | 12.3  |  |  |  |  |
| RoCE (%)                      | 10.5  | 11.0         | 11.8  |  |  |  |  |
| Payout (%)                    | 6.7   | 5.7          | 4.9   |  |  |  |  |
| Valuations                    |       |              |       |  |  |  |  |
| P/E (x)                       | 18.2  | 17.4         | 14.3  |  |  |  |  |
| EV/EBITDA (x)                 | 9.6   | 8.9          | 7.3   |  |  |  |  |
| Div. Yield (%)                | 0.4   | 0.4          | 0.4   |  |  |  |  |
| FCF Yield (%)                 | 1.2   | 3.7          | 5.8   |  |  |  |  |
| EV/Sales (x)                  | 2.0   | 1.9          | 1.6   |  |  |  |  |
|                               |       |              |       |  |  |  |  |

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

| As On    | Jun-25 | Mar-25 | Jun-24 |
|----------|--------|--------|--------|
| Promoter | 51.8   | 51.8   | 51.8   |
| DII      | 26.9   | 26.2   | 24.8   |
| FII      | 14.4   | 15.3   | 16.7   |
| Others   | 6.9    | 6.6    | 6.7    |

FII includes depository receipts

CMP: INR1,079 TP: INR1,300 (+20%) Buy

## **Growth in EU/ARV; margin contraction drags PAT**

## Gearing up for scaling PEN-G/biosimilar production

- Aurobindo Pharma (ARBP) delivered lower-than-expected performance for 1QFY26. While revenue was in line with estimates, EBITDA/PAT missed our estimates by 7%/8% for the quarter. Higher operational costs related to newer plants and pricing headwinds in the API segment impacted earnings for the quarter.
- That said, the global specialty and injectables sales witnessed QoQ growth in 1QFY26.
- While the g-Revlimid-driven high base from the previous year led to a YoY decline in US sales for the quarter, ARBP continues to broaden its US generics portfolio by adding products across the peptides, respiratory, dermatology, oncology, and hormone categories. The company is also increasing its offerings in dosage forms like injectables, nasal sprays, and inhalers.
- ARBP has been delivering strong execution in the EU market, driven by a higher off-take of existing products and expanding offerings. Notably, with biosimilar approvals in place, the gradual uptake of these products is expected to drive growth momentum in the EU segment.
- ARBP is ramping up production at the PEN-G plant following encouraging yield results and clearance from the pollution control board.
- We cut our earnings estimates by 8%/7% for FY26/FY27, factoring in: a) initial operational costs associated with restarting the PEN-G and China plants and b) pricing headwinds in the API business. We value ARBP at 16x 12M forward earnings to arrive at a TP of INR1,300.
- ARBP is one of the most diversified players in the generics space, catering to developed markets of the US/EU. Recent hiccups related to manufacturing plant issues and tariff uncertainties have caused volatility in earnings and, subsequently, the stock price. However, with the plants now operational and limited scope of US tariffs on the generics space—coupled with an attractive valuation, we reiterate a BUY rating on the stock.

# High base affects sales growth; margins impacted by product mix/opex

- ARBP's 1QFY26 sales grew 4% YoY to INR78.7b (our estimate: INR79.3b).
- Overall formulation sales grew 7.4% YoY to INR69.5b. Europe's formulation sales grew 18% YoY to INR23.4b (29% of sales + 9% YoY in CC). Growth market sales grew ~9% YoY to INR7.7b (10% of sales). US formulations revenue declined 1.9% YoY to INR34.9b (CC: -4.2% YoY to USD408m; 44% of sales). ARV revenue grew 55% YoY to INR3.6b (5% of sales).
- API sales declined 16.1% YoY to INR9.2b (11.6% of sales).
- Gross margin (GM) contracted 60bp YoY to 58.8% due to a change in the product mix.

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- EBITDA margin contracted 200bp YoY to 20.4% (our estimate: 21.7%), led by a lower GM and increased employee costs (+145bp YoY as a % of sales).
- EBITDA declined 5% YoY to INR16b (our estimate: INR17.2b).
- PAT declined 8.5% YoY to INR8.3b (our est.: INR9b), led by a higher depreciation/tax.

### Highlights from the management commentary

- On Ex-Revlimid basis, EBITDA grew 12% YoY for the quarter.
- ARBP maintained its EBITDA margin guidance of 20-21% for FY26.
- With the implementation of remediation measures at Eugia III, global specialty and injectables sales have normalized (pre-USFDA inspection level). In fact, ARBP has invited the USFDA for a re-inspection.
- ARBP is confident in improving Lanett's profitability post-acquisition, driven by portfolio-level synergies and enhanced operational efficiency at Lanett's manufacturing facilities.
- ARBP is scheduled to make its first biosimilar submission in the US in FY26.

| Quarterly performance (Consolid |      |      | (INR b)    |      |      |       |      |      |       |       |      |        |
|---------------------------------|------|------|------------|------|------|-------|------|------|-------|-------|------|--------|
| Y/E March                       |      | FY   | <b>'25</b> |      |      | FY26E |      |      |       | FY26E | FY   | 26E    |
|                                 | 1Q   | 2Q   | 3Q         | 4Q   | 1Q   | 2QE   | 3QE  | 4QE  | =     |       | 1QE  | vs Est |
| Net Sales                       | 75.7 | 78.0 | 79.8       | 83.8 | 78.7 | 81.1  | 82.7 | 86.4 | 317.2 | 329.0 | 79.3 | -0.8%  |
| YoY Change (%)                  | 10.5 | 8.0  | 8.5        | 10.6 | 4.0  | 4.1   | 3.7  | 3.1  | 9.4   | 3.7   | 4.8  |        |
| EBITDA                          | 16.9 | 15.7 | 16.3       | 18.6 | 16.0 | 16.6  | 17.4 | 20.3 | 67.5  | 70.3  | 17.2 | -6.8%  |
| YoY Change (%)                  | 47.2 | 11.6 | 1.7        | 10.4 | -5.4 | 5.7   | 6.7  | 9.1  | 15.5  | 4.1   | 1.5  |        |
| Margins (%)                     | 22.4 | 20.1 | 20.4       | 22.2 | 20.4 | 20.4  | 21.0 | 23.5 | 21.3  | 21.4  | 21.7 |        |
| Depreciation                    | 4.0  | 3.8  | 4.2        | 4.4  | 4.1  | 4.6   | 4.6  | 4.8  | 16.5  | 18.0  | 4.4  |        |
| EBIT                            | 12.9 | 11.8 | 12.1       | 14.2 | 12.0 | 12.0  | 12.8 | 15.6 | 51.0  | 52.3  | 12.8 |        |
| YoY Change (%)                  | 56.5 | 20.1 | 2.6        | 6.4  | -7.2 | 1.0   | 6.0  | 9.7  | 18.0  | 2.5   | -0.7 |        |
| Interest                        | 1.1  | 1.1  | 1.2        | 1.2  | 1.0  | 1.0   | 0.9  | 0.9  | 4.6   | 3.8   | 1.2  |        |
| Other Income                    | 1.2  | 1.4  | 1.6        | 1.2  | 1.1  | 1.4   | 1.4  | 1.4  | 5.4   | 5.2   | 1.3  |        |
| PBT before EO expense           | 13.0 | 12.1 | 12.5       | 14.3 | 12.1 | 12.3  | 13.3 | 16.0 | 51.8  | 53.7  | 13.0 | -7.0%  |
| Forex loss/(gain)               | 0.0  | 0.0  | 0.5        | -0.1 | 0.0  | 0.0   | 0.0  | 0.0  | 0.4   | 0.0   | 0.0  |        |
| Exceptional (expenses)/income   | 0.2  | 0.0  | 0.0        | -0.7 | 0.0  | 0.0   | 0.0  | 0.0  | -0.5  | 0.0   | 0.0  |        |
| PBT                             | 13.3 | 12.1 | 12.0       | 13.7 | 12.0 | 12.3  | 13.3 | 16.0 | 51.0  | 53.7  | 13.0 | -7.0%  |
| Tax                             | 4.1  | 3.9  | 3.5        | 4.3  | 3.8  | 3.6   | 3.6  | 5.3  | 15.8  | 16.3  | 3.9  |        |
| Rate (%)                        | 30.6 | 32.3 | 29.6       | 31.6 | 31.8 | 29.0  | 27.0 | 33.2 | 31.0  | 30.4  | 30.0 |        |
| Minority Interest               | 0.0  | 0.0  | 0.0        | 0.3  | 0.0  | 0.1   | 0.1  | 0.1  | 0.3   | 0.3   | 0.1  |        |
| Reported PAT                    | 9.2  | 8.2  | 8.5        | 9.0  | 8.2  | 8.6   | 9.6  | 10.6 | 34.9  | 37.1  | 9.0  | -7.9%  |
| Adj PAT                         | 9.0  | 8.2  | 8.8        | 9.4  | 8.3  | 8.6   | 9.6  | 10.6 | 35.4  | 37.1  | 9.0  | -7.8%  |
| YoY Change (%)                  | 51.9 | 5.1  | -2.4       | -6.6 | -8.5 | 5.8   | 8.7  | 12.4 | 7.9   | 4.6   | -0.7 |        |
| Margins (%)                     | 11.9 | 10.5 | 11.0       | 11.3 | 10.5 | 10.7  | 11.6 | 12.3 | 11.2  | 11.3  | 11.3 |        |
| EPS                             | 15.4 | 14.0 | 15.1       | 16.1 | 14.1 | 14.8  | 16.4 | 18.1 | 61.0  | 63.8  | 15.3 |        |

E: MOFSL Estimates



| <b>Key performance indicators (Co</b> | nsolidated | i)    |      |      |       |      |       |       |       |       |       | (INR b) |
|---------------------------------------|------------|-------|------|------|-------|------|-------|-------|-------|-------|-------|---------|
| Y/E March                             |            | FY2   | 5    |      |       | FY26 | SE .  |       | FY25E | FY26E | FY26E | Var %   |
|                                       | 1Q         | 2Q    | 3Q   | 4Q   | 1Q    | 2QE  | 3QE   | 4QE   |       |       | 1QE   | vs Est. |
| Formulations                          | 64.8       | 66.4  | 69.7 | 73.1 | 69.5  | 68.9 | 72.2  | 75.2  | 274.0 | 285.8 | 67.8  | 2.5%    |
| YoY Change (%)                        | 11.3       | 11.3  | 10.8 | 12.3 | 7.4   | 3.7  | 3.5   | 2.8   | 12.2  | 4.3   | 4.7   |         |
| ARV form.                             | 2.3        | 1.9   | 3.1  | 3.1  | 3.6   | 2.3  | 2.5   | 2.3   | 10.4  | 10.7  | 2.6   | 34.8%   |
| YoY Change (%)                        | 20.2       | -22.8 | 71.5 | 29.4 | 55.0  | 18.0 | -18.0 | -23.8 | 19.5  | 3.1   | 15.0  |         |
| US generic form.                      | 35.6       | 35.3  | 36.7 | 40.7 | 34.9  | 34.9 | 36.5  | 39.2  | 148.3 | 145.5 | 35.1  | -0.7%   |
| YoY Change (%)                        | 7.6        | 4.3   | -2.3 | 13.5 | -1.9  | -1.1 | -0.6  | -3.7  | 6.9   | -1.9  | -1.2  |         |
| EU and ROW form.                      | 26.9       | 29.2  | 29.9 | 29.3 | 31.1  | 31.7 | 33.2  | 33.6  | 115.4 | 129.6 | 30.1  | 3.4%    |
| YoY Change (%)                        | 15.8       | 25.0  | 27.1 | 9.3  | 15.6  | 8.6  | 10.8  | 14.7  | 19.1  | 12.3  | 11.7  |         |
| APIs                                  | 10.9       | 11.6  | 10.1 | 10.7 | 9.2   | 12.3 | 10.6  | 11.2  | 43.2  | 43.2  | 11.5  | -20.1%  |
| YoY Change (%)                        | 5.7        | -0.9  | -1.6 | 4.9  | -16.1 | 6.0  | 5.0   | 5.0   | 1.9   | -0.1  | 5.0   |         |
| Cost Break-up                         |            |       |      |      |       |      |       |       |       |       |       |         |
| RM Cost (% of Sales)                  | 40.6       | 41.2  | 41.6 | 40.7 | 41.2  | 41.4 | 40.8  | 39.0  | 41.0  | 40.6  | 40.7  |         |
| Staff Cost (% of Sales)               | 14.2       | 14.2  | 14.2 | 13.9 | 15.6  | 15.2 | 15.1  | 14.6  | 14.1  | 15.1  | 13.8  |         |
| R&D Expenses(% of Sales)              | 4.5        | 5.3   | 5.6  | 5.0  | 4.7   | 4.9  | 5.0   | 5.0   | 5.1   | 4.9   | 5.4   |         |
| Other Cost (% of Sales)               | 18.4       | 19.2  | 18.2 | 18.2 | 18.2  | 18.1 | 18.1  | 17.9  | 18.5  | 18.1  | 18.0  |         |
| Gross Margins (%)                     | 59.4       | 58.8  | 58.4 | 59.3 | 58.8  | 58.6 | 59.2  | 61.0  | 59.0  | 59.4  | 59.3  |         |
| EBITDA Margins (%)                    | 22.4       | 20.1  | 20.4 | 22.2 | 20.4  | 20.4 | 21.0  | 23.5  | 21.3  | 21.4  | 22.1  |         |

E: MOFSL Estimates



17.1

15.2

15.2

## **Conference call highlights**

16.9

15.2

• Free cash flow was higher for the quarter due to a reduction in the working capital requirement and lower capex.

15.5

18.0

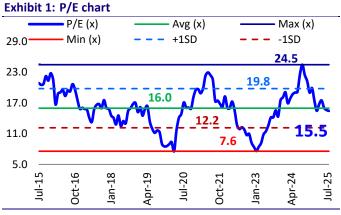
16.1

15.9

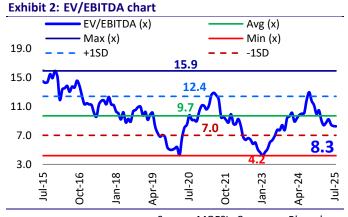
17.1

14.7

- ARBP maintains an 18-20% EBITDA margin for its Europe business. It is adding two more oncology manufacturing lines to cater to the robust demand for its products in the European market.
- PEN-G prices are currently around USD20 per unit. ARBP can achieve break-even at these levels from in-house manufacturing.
- ARBP is gearing up for launch quantities of its approved biosimilars for the EU/UK markets.
- ARBP is confident of achieving EUR1b revenue in FY26 from the EU business.
- The company aims to add two 15KL bio manufacturing lines, along with associated utilities, as part of its contract with Merck Sharp & Dohme.
- R&D was 4.7% of revenue for 1QFY26.



Source: MOFSL, Company, Bloomberg

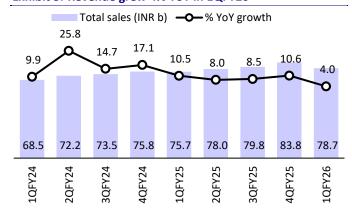


Source: MOFSL, Company, Bloomberg



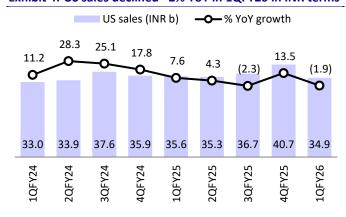
## **Key Exhibits**

Exhibit 3: Revenue grew 4% YoY in 1QFY26



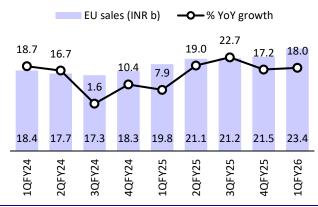
Source: MOFSL, Company

Exhibit 4: US sales declined ~2% YoY in 1QFY26 in INR terms



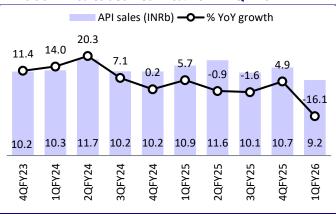
Source: MOFSL, Company

Exhibit 5: EU sales increased 18% YoY in 1QFY26



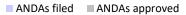
Source: MOFSL, Company

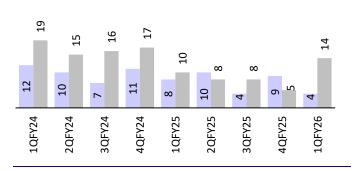
Exhibit 6: API sales declined ~16% YoY in 1QFY26



Source: MOFSL, Company

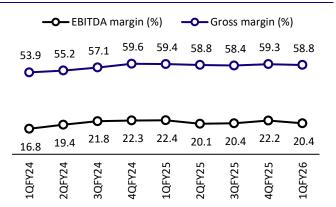
Exhibit 7: ARBP filed four ANDAs in 1QFY26





Source: MOFSL, Company

Exhibit 8: EBITDA margin largely stable YoY in 1QFY26



Source: MOFSL, Company

5 August 2025



# EU growth and diversified pipeline offset near-term US weakness

### US: Broadened portfolio and regulatory tailwinds to drive better outlook

- After a moderate 3.7% YoY growth in FY25, ARBP's US sales declined 4% YoY in CC terms to USD408m for 1QFY26.
- Global specialty and injectables sales grew 11% QoQ in 1QFY26 after a moderate 4% YoY growth in FY25.
- In addition to oral solids and injectables, ARBP is expanding its US portfolio by adding products in peptides, biosimilars, vaccines, respiratory, and dermatology segments.
- As of Jun'25, ARBP had a total of 864 ANDA filings, of which 704 had final approvals, 29 had tentative approvals, and 132 were under review.
- The company has products under development in topicals/transdermal patches, nasal sprays/inhalers, biosimilars in the immunology and oncology segments, and depo injections and peptides in the oncology/diabetology space.
- A favorable outcome of the re-inspection of Eugia III is expected to facilitate product approvals from the site, thereby driving better sales prospects.
- The US generics segment is expected to post a 6% sales CAGR over FY25-27, reaching USD2b.

# EU: Sustained growth momentum to receive further support from the biosimilar portfolio

- After consistent growth in the EU region over the past two years (11% CAGR over FY23-25; 17% YoY growth in FY25), sales grew 18% YoY in 1QFY26.
- ARBP has been able to leverage the infrastructure built to connect development, manufacturing, and distribution to pharmacies as well as hospitals. It has also been able to garner benefits from the tender business.
- In addition, it has enhanced its offering through the addition of biosimilars to the portfolio.
- Specifically, it has received approval from the EU for Dazublys (b-Trastuzumab), Dyrupeg (b-Pegfilgrastim), and Zefylti (b-filgrastim). It is not only preparing for launch quantities but also adding two bioreactor production lines to become fully operational by 3QFY26.
- Accordingly, we expect a 14% sales CAGR over FY25-27, reaching INR108b.

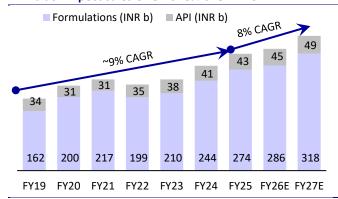
## **Reiterate BUY**

- We cut our earnings estimates by 8%/7% for FY26/FY27, factoring in: a) initial operational costs associated with the restarting of the PEN-G and China plants and b) pricing headwinds in the API business. We value ARBP at 16x 12M forward earnings to arrive at a TP of INR1,300.
- ARBP is one of the most diversified players in the generics space, catering to developed markets of the US/EU. Recent hiccups related to manufacturing plant issues and tariff uncertainties have led to volatility in earnings and, subsequently, the stock price. However, with plants now operational and a limited scope of tariff in the generics space, coupled with an attractive valuation, we reiterate a BUY rating on the stock.



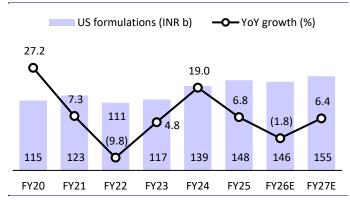
# **Story in charts**

Exhibit 9: Expect sales CAGR of 8% over FY25-27



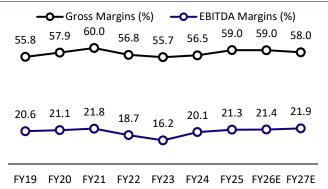
Source: Company, MOFSL

#### Exhibit 10: US sales to clock 2% CAGR over FY25-27



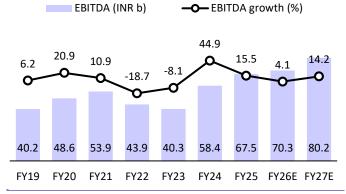
Source: Company, MOFSL

Exhibit 11: EBITDA margin to expand 60bp over FY25-27



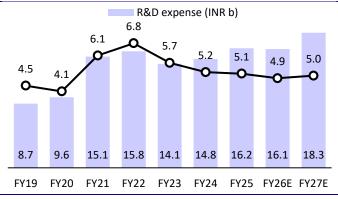
Source: Company, MOFSL

Exhibit 12: EBITDA to clock 9% CAGR over FY25-27



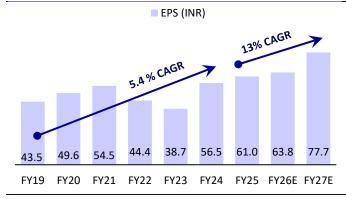
Source: Company, MOFSL

Exhibit 13: R&D expense to remain stable over FY25-27



Source: Company, MOFSL

Exhibit 14: Expect EPS CAGR of 13% over FY25-27



Source: Company, MOFSL



# **Financials and valuations**

| Consolidated - Income Statement | EV4.0 | EVOO  | F)/24 | EVOS  | EVOO  | E)/O 4 | EVOE  | EVACE | (INR b) |
|---------------------------------|-------|-------|-------|-------|-------|--------|-------|-------|---------|
| Y/E March                       | FY19  | FY20  | FY21  | FY22  | FY23  | FY24   | FY25  | FY26E | FY27E   |
| Total Income from Operations    | 195.6 | 231.0 | 247.7 | 234.6 | 248.6 | 290.0  | 317.2 | 329.0 | 366.4   |
| Change (%)                      | 18.6  | 18.1  | 7.3   | -5.3  | 6.0   | 16.7   | 9.4   | 3.7   | 11.4    |
| Total Expenditure               | 155.4 | 182.3 | 193.8 | 190.7 | 208.2 | 231.6  | 249.7 | 258.7 | 286.2   |
| EBITDA                          | 40.2  | 48.6  | 53.9  | 43.9  | 40.3  | 58.4   | 67.5  | 70.3  | 80.2    |
| Margin (%)                      | 20.6  | 21.1  | 21.8  | 18.7  | 16.2  | 20.1   | 21.3  | 21.4  | 21.9    |
| Depreciation                    | 6.7   | 9.7   | 10.6  | 11.3  | 12.4  | 15.2   | 16.5  | 18.0  | 19.0    |
| EBIT                            | 33.5  | 39.0  | 43.4  | 32.6  | 27.9  | 43.2   | 51.0  | 52.3  | 61.2    |
| Int. and Finance Charges        | 1.6   | 1.6   | 0.7   | 0.5   | 1.4   | 2.9    | 4.6   | 3.8   | 3.1     |
| Other Income                    | 1.2   | 0.9   | 2.4   | 2.5   | 2.9   | 5.2    | 5.4   | 5.2   | 5.1     |
| PBT bef. EO Exp.                | 33.1  | 38.2  | 45.0  | 34.6  | 29.4  | 45.5   | 51.8  | 53.7  | 63.3    |
| EO Items                        | -2.2  | -0.7  | 29.0  | -0.6  | -1.0  | 2.3    | -0.8  | 0.0   | 0.0     |
| PBT after EO Exp.               | 30.9  | 37.6  | 74.0  | 34.0  | 28.4  | 47.8   | 51.0  | 53.7  | 63.3    |
| Current Tax                     | 7.3   | 9.1   | 20.1  | 7.3   | 6.8   | 12.1   | 18.2  | 16.3  | 18.0    |
| Tax Rate (%)                    | 23.5  | 24.3  | 27.2  | 21.3  | 24.1  | 25.3   | 35.6  | 30.4  | 28.5    |
| Less: Mionrity Interest         | 0.0   | 0.1   | 0.6   | 0.3   | -0.1  | 0.1    | -0.3  | 0.3   | 0.1     |
| Reported PAT                    | 23.6  | 28.3  | 53.3  | 26.5  | 21.4  | 35.6   | 32.5  | 37.1  | 45.1    |
| Adjusted PAT                    | 25.3  | 28.8  | 31.7  | 25.8  | 22.5  | 32.8   | 35.4  | 37.1  | 45.1    |
| Change (%)                      | 1.1   | 13.9  | 9.9   | -18.5 | -12.9 | 46.1   | 7.9   | 4.6   | 21.7    |
| Margin (%)                      | 12.9  | 12.5  | 12.8  | 11.0  | 9.0   | 11.3   | 11.2  | 11.3  | 12.3    |
| Consolidated - Balance Sheet    |       |       |       |       |       |        |       |       | (INR b) |
| Y/E March                       | FY19  | FY20  | FY21  | FY22  | FY23  | FY24   | FY25  | FY26E | FY27E   |
| Equity Share Capital            | 0.6   | 0.6   | 0.6   | 0.6   | 0.6   | 0.6    | 0.6   | 0.6   | 0.6     |
| Total Reserves                  | 138.3 | 167.5 | 218.7 | 245.2 | 267.8 | 297.8  | 326.0 | 360.7 | 403.5   |
| Net Worth                       | 138.9 | 168.1 | 219.3 | 245.8 | 268.4 | 298.4  | 326.5 | 361.3 | 404.1   |
| Minority Interest               | 0.0   | 0.0   | 0.0   | 0.0   | 0.1   | 0.1    | -0.1  | -0.1  | -0.1    |
| Deferred Liabilities            | 1.0   | 1.4   | 1.2   | 1.2   | -2.9  | -8.6   | -9.9  | -10.1 | -10.3   |
| Total Loans                     | 67.5  | 54.2  | 49.7  | 23.7  | 48.6  | 63.2   | 79.4  | 62.8  | 49.6    |
| Capital Employed                | 207.4 | 223.7 | 270.2 | 270.7 | 314.3 | 353.1  | 396.0 | 413.9 | 443.3   |
| Gross Block                     | 98.0  | 116.4 | 134.3 | 158.4 | 175.4 | 227.7  | 252.0 | 265.0 | 278.0   |
| Less: Accum. Deprn.             | 18.3  | 28.0  | 38.5  | 49.8  | 62.2  | 77.4   | 93.9  | 111.9 | 130.9   |
| Net Fixed Assets                | 79.7  | 88.4  | 95.8  | 108.7 | 113.2 | 150.3  | 158.1 | 153.1 | 147.1   |
| Goodwill on Consolidation       | 8.3   | 9.2   | 4.3   | 4.8   | 6.0   | 6.0    | 6.2   | 6.2   | 6.2     |
| Capital WIP                     | 13.4  | 16.2  | 24.3  | 29.4  | 45.0  | 27.4   | 32.7  | 32.7  | 32.7    |
| Total Investments               | 3.6   | 5.5   | 5.9   | 10.0  | 5.4   | 3.7    | 2.5   | 2.5   | 2.5     |
| Curr. Assets, Loans&Adv.        | 157.7 | 168.3 | 203.8 | 183.6 | 222.6 | 251.3  | 285.5 | 288.0 | 330.9   |
| Inventory                       | 72.5  | 77.0  | 90.3  | 75.5  | 85.1  | 98.1   | 105.4 | 110.4 | 115.9   |
| Account Receivables             | 34.1  | 43.2  | 35.0  | 40.1  | 44.7  | 48.2   | 58.5  | 62.2  | 75.3    |
| Cash and Bank Balance           | 19.6  | 28.4  | 54.7  | 41.9  | 60.8  | 62.8   | 82.4  | 88.6  | 112.9   |
| Loans and Advances              | 31.5  | 19.7  | 23.7  | 26.0  | 31.9  | 42.2   | 39.1  | 26.8  | 26.8    |
| Curr. Liability & Prov.         | 55.3  | 63.9  | 63.8  | 65.6  | 77.9  | 85.5   | 88.9  | 68.7  | 76.1    |
| Account Payables                | 25.5  | 25.4  | 27.9  | 27.0  | 38.7  | 44.5   | 41.9  | 38.0  | 45.4    |
| Other Current Liabilities       | 26.1  | 33.5  | 32.6  | 35.2  | 35.4  | 36.1   | 41.5  | 30.0  | 30.0    |
| Provisions                      | 3.6   | 4.9   | 3.3   | 3.4   | 3.7   | 4.8    | 5.6   | 0.6   | 0.6     |
| Net Current Assets              | 102.4 | 104.3 | 140.0 | 117.9 | 144.7 | 165.8  | 196.5 | 219.4 | 254.8   |
| Deferred Tax assets             | 0.0   | 0.0   | 0.0   | 0.0   | 0.0   | 0.0    | 0.0   | 0.0   | 0.0     |
| 2 0.0 0 1 un ussets             | 0.0   |       |       |       |       | 0.0    | 0.0   | 0.0   | 5.0     |

E: MOFSL Estimates

Misc Expenditure

Appl. of Funds

5 August 2025 7

0.0

270.2

0.0

270.7

0.0

314.3

0.0

396.0

0.0

353.1

0.0

413.9

0.0

443.3

0.0

207.4

0.0

223.7



## **Financials and valuations**

| Ratios                                    |              |               |              |               |                       |                       |                     |                      |                    |
|---|--------------|---------------|--------------|---------------|-----------------------|-----------------------|---------------------|----------------------|--------------------|
| Y/E March                                 | FY19         | FY20          | FY21         | FY22          | FY23                  | FY24                  | FY25                | FY26E                | FY27E              |
| Basic (INR)                               | 1123         | 1120          |              |               | 1123                  |                       | 1123                | 11202                |                    |
| EPS EPS                                   | 43.5         | 49.6          | 54.5         | 44.4          | 38.7                  | 56.5                  | 61.0                | 63.8                 | 77.7               |
| Cash EPS                                  | 54.6         | 65.7          | 72.0         | 63.3          | 59.7                  | 82.0                  | 89.4                | 94.7                 | 110.4              |
| BV/Share                                  | 237.1        | 286.9         | 374.3        | 419.5         | 458.4                 | 509.3                 | 562.2               | 622.0                | 695.7              |
| DPS                                       | 2.5          | 2.5           | 2.5          | 3.5           | 4.0                   | 4.0                   | 4.0                 | 4.0                  | 4.0                |
| Payout (%)                                | 6.8          | 5.2           | 2.7          | 7.7           | 10.9                  | 6.6                   | 7.1                 | 6.3                  | 5.1                |
| Valuation (x)                             | 0.0          | 3.2           |              | ,,,           | 10.5                  | 0.0                   | 7.1                 | 0.5                  | 3.1                |
| P/E                                       | 25.5         | 22.4          | 20.4         | 25.0          | 28.7                  | 19.6                  | 18.2                | 17.4                 | 14.3               |
| Cash P/E                                  | 20.3         | 16.9          | 15.4         | 17.5          | 18.6                  | 13.5                  | 12.4                | 11.7                 | 10.1               |
| P/BV                                      | 4.7          | 3.9           | 3.0          | 2.6           | 2.4                   | 2.2                   | 2.0                 | 1.8                  | 1.6                |
| EV/Sales                                  | 3.6          | 2.9           | 2.6          | 2.7           | 2.6                   | 2.2                   | 2.0                 | 1.9                  | 1.6                |
| EV/EBITDA                                 | 17.4         | 13.9          | 12.0         | 14.4          | 15.8                  | 11.1                  | 9.6                 | 8.9                  | 7.3                |
| Dividend Yield (%)                        | 0.2          | 0.2           | 0.2          | 0.3           | 0.4                   | 0.4                   | 0.4                 | 0.4                  | 0.4                |
| FCF per share                             | 1.6          | 50.4          | 12.5         | 35.7          | -13.5                 | -8.9                  | 13.3                | 42.0                 | 65.4               |
| Return Ratios (%)                         | 1.0          | 30.1          | 12.0         | 33.7          | 15.5                  | 0.5                   | 13.3                | 12.0                 | 03.1               |
| RoE                                       | 19.8         | 18.8          | 16.3         | 11.1          | 8.7                   | 11.6                  | 11.3                | 10.8                 | 11.8               |
| RoCE                                      | 14.4         | 14.1          | 13.6         | 10.3          | 8.0                   | 10.7                  | 9.5                 | 9.6                  | 10.8               |
| RoIC                                      | 16.9         | 17.1          | 17.6         | 13.7          | 10.8                  | 14.0                  | 12.2                | 12.8                 | 15.0               |
| Working Capital Ratios                    | 10.5         |               | 17.0         | 13.7          | 10.0                  | 14.0                  | 12.2                | 12.0                 | 13.0               |
| Fixed Asset Turnover (x)                  | 2.0          | 2.0           | 1.8          | 1.5           | 1.4                   | 1.3                   | 1.3                 | 1.2                  | 1.3                |
| Inventory (Days)                          | 277          | 280           | 308          | 298           | 266                   | 265                   | 286                 | 295                  | 268                |
| Debtor (Days)                             | 68           | 61            | 58           | 58            | 62                    | 58                    | 61                  | 67                   | 68                 |
| Creditor (Days)                           | 109          | 96            | 98           | 99            | 109                   | 121                   | 121                 | 109                  | 99                 |
| Working Cap. (Days)                       | 235          | 246           | 267          | 258           | 219                   | 203                   | 226                 | 253                  | 238                |
| Leverage Ratio (x)                        | 233          | 240           | 207          | 230           | 213                   | 203                   | 220                 | 233                  | 230                |
| Current Ratio                             | 2.9          | 2.6           | 3.2          | 2.8           | 2.9                   | 2.9                   | 3.2                 | 4.2                  | 4.4                |
| Interest Cover Ratio                      | 2.3          | 2.0           | 5.2          | 67            | 2.3                   | 15                    | 11                  | 14                   | 20                 |
| Net Debt/Equity                           | 0.3          | 0.2           | 0.0          | -0.1          | 0.0                   | 0.0                   | 0.0                 | -0.1                 | -0.2               |
| Net Best, Equity                          | 0.5          | 0.2           | 0.0          | 0.1           | 0.0                   | 0.0                   | 0.0                 | 0.1                  | 0.2                |
| Consolidated - Cash Flow Statement        |              |               |              |               |                       |                       |                     |                      | (INR b)            |
| Y/E March                                 | FY19         | FY20          | FY21         | FY22          | FY23                  | FY24                  | FY25                | FY26E                | FY27E              |
| OP/(Loss) before Tax                      | 30.9         | 37.4          | 45.0         | 34.6          | 29.4                  | 45.5                  | 51.8                | 53.7                 | 63.3               |
| Depreciation                              | 6.7          | 9.7           | 10.6         | 11.3          | 12.4                  | 15.2                  | 16.5                | 18.0                 | 19.0               |
| Interest / Dividend recieved              | 1.4          | 1.2           | -1.6         | -2.0          | -1.5                  | -2.3                  | -0.8                | -1.4                 | -2.0               |
| Direct Taxes Paid                         | -7.7         | -7.3          | -20.1        | -7.3          | -6.8                  | -12.1                 | -18.2               | -16.3                | -18.0              |
| (Inc)/Dec in WC                           | -14.8        | 2.8           | -20.1        | 9.2           | -7.8                  | -12.1                 | -11.2               | -16.6                | -11.2              |
| CF from Operations                        | 16.4         | 43.8          | 24.5         | 45.8          | 25.7                  | 27.2                  | 38.1                | 37.4                 | 51.0               |
| Others                                    | 0.1          | 0.0           | 8.7          | 43.8          | -1.0                  | 2.3                   | -0.8                | 0.0                  |                    |
| CF from Operating incl EO                 | 16.5         | 43.8          | 33.3         | 50.2          | 24.7                  | 2.5<br>29.5           | 37.3                |                      | 0.0<br><b>51.0</b> |
| (inc)/dec in FA                           | -15.6        | -14.3         | -26.0        | -29.2         | -32.6                 | -34.7                 | -29.6               | <b>37.4</b><br>-13.0 | -13.0              |
| Free Cash Flow                            | 0.9          | 29.5          | 7.3          | 20.9          | -52.0<br>- <b>7.9</b> | -54.7<br>- <b>5.2</b> | -29.0<br><b>7.7</b> | -13.0<br><b>24.4</b> | 38.0               |
| (Pur)/Sale of Investments                 | -13.4        | -1.4          | 0.4          | 4.1           | -4.5                  | -1.7                  | -1.2                | 0.0                  | 0.0                |
| •   |              |               |              |               |                       |                       |                     |                      |                    |
| CF from Investments                       | -29.0        | -15.7         | 6.0          | -32.1         | -39.8                 | -36.4                 | -30.8               | -13.0                | -13.0              |
| Inc/(Dec) in Debt                         | 26.2         | -13.1<br>-1.3 | -4.5<br>-0.7 | -26.0<br>-0.5 | 25.0<br>-1.4          | 14.5<br>-2.9          | 16.1<br>-4.6        | -16.7                | -13.1              |
| Interest Paid                             | -1.5         |               |              |               |                       |                       |                     | -3.8                 | -3.1               |
| Dividend Paid Others                      | -1.6<br>-3.4 | -1.9<br>-2.8  | -1.5<br>-6.9 | -2.1<br>-1.2  | -2.3<br>12.8          | -2.3<br>-0.4          | -2.3<br>3.8         | -2.3<br>4.7          | -2.3               |
| CF from Fin. Activity                     |              |               |              |               |                       |                       |                     |                      | 4.8                |
| · · · · · · · · · · · · · · · · · · ·     | 19.8         | -19.1         | -13.6        | -29.7         | 34.0                  | 8.9                   | 13.1                | -18.1                | -13.7              |
| Inc/Dec of Cash                           | 7.3          | 9.1           | <b>25.6</b>  | - <b>11.6</b> | 18.9                  | 1.9                   | 19.6                | 6.3                  | 24.2               |
| Opening Balance Others incl. impact of fy | 12.6         | 19.6          | 28.4         | 54.7          | 41.9                  | 60.8                  | 62.8                | 82.4                 | 88.6               |
| Others incl. impact of fx                 | -0.3         | -0.2          | 0.7          | -1.2          | 0.0                   | 0.0                   | 0.0                 | 0.0                  | 0.0                |
| Closing Balance                           | 19.6         | 28.4          | 54.7         | 41.9          | 60.8                  | 62.8                  | 82.4                | 88.6                 | 112.9              |

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| Explanation of Investment Rating |  |  |  |  |  |  |
|----------------------------------|--|--|--|--|--|--|
| Investment Rating                | Expected return (over 12-month)  |  |  |  |  |  |
| BUY                              | >=15%  |  |  |  |  |  |
| SELL                             | <-10%  |  |  |  |  |  |
| NEUTRAL                          | < - 10 % to 15%  |  |  |  |  |  |
| UNDER REVIEW                     | Rating may undergo a change  |  |  |  |  |  |
| NOT RATED                        | We have forward looking estimates for the stock but we refrain from assigning recommendation |  |  |  |  |  |

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