

Rinkle Vira
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Issue Details

Issue Details	
Issue Size (Value in ` million, Upper Band)	6,553.7
Fresh Issue (No. of Shares in Lakhs)	-
Offer for Sale (No. of Shares in Lakhs)	61.7
Bid/Issue opens on	08-Dec-25
Bid/Issue closes on	10-Dec-25
Face Value	Rs. 10
Price Band	Rs 1,008-1,062
Minimum Lot	14

Objects of the Issue:

- **Fresh Issue: Nil**
- **Offer for sale: ₹6,553 Million**

Book Running Lead Managers
JM Financial Ltd, IIFL Capital Services Ltd, Kotak Mahindra Capital Company Ltd
Registrar to the Offer
Bigshare Services Private Ltd

Capital Structure (` Million)	Aggregate Value
Authorized share Capital	612
Subscribed paid up Capital (Pre-Offer)	612
Paid up capital (Post - Offer)	612

Share Holding Pattern %	Pre Issue	Post Issue
Promoters & Promoter group`	72.5%	62.4%
Public	27.5%	37.6%
Total	100%	100%

Financials

Particulars (Rs. In Million)	3M FY26	FY25	FY24	FY23
Revenue from operations	3,465	11,964	10,145	8,841
Operating expenses	2,768	9,564	8,597	7,561
EBITDA	698	2,400	1,547	1,280
Other Income	20	59	65	71
Depreciation	89	372	283	201
EBIT	629	2,088	1,329	1,149
Interest	20	106	144	43
Share in Profit/Loss in JV	(2)	4	0	2
PBT	607	1,985	1,185	1,109
Tax	145	491	280	260
Exceptional Item	-	-	-	-
Consolidated PAT	462	1,494	905	849
EPS	7.6	24.4	14.8	13.9
Ratio	3M FY26	FY25	FY24	FY23
EBITDAM	20.1%	20.1%	15.3%	14.5%
PATM	13.3%	12.5%	8.9%	9.6%
Sales growth	-	17.9%	14.8%	-

Company Description

Incorporated in 2004, Corona Remedies Limited is a pharmaceutical company developing, manufacturing, and marketing products in women's healthcare, cardiology, pain management, urology, and other therapeutic areas. The company has demonstrated superior growth across both chronic and acute therapies, with new product introductions further strengthening its competitive positioning.

Volume growth remains a key differentiator, with the company recording 5.70% growth versus IPM's 2.15%, underscoring its ability to capture market share through effective execution. Strategic initiatives including recent acquisitions, successful turnarounds, and investment in La Chandra (female hormone API manufacturing) position the company for sustained expansion in high-potential therapeutic categories.

Its diversified product portfolio comprises 71 brands catering to a range of therapeutic areas such as women's healthcare, cardio-diabeto, pain management, urology and others/multispecialty pharmaceuticals (comprising vitamins/minerals/nutrition ("VMN"), gastrointestinal and respiratory), as of June 30, 2025. It had an established track record of building and scaling brands, as is reflected in its core portfolio of 27 "engine" brands, which contributed to 72.34% of domestic sales during MAT June 2025. Its "engine" brands include market-leading brands such as Cor, Trazer, Cor9, B-29 and Myoril during MAT June 2025, through which it has been able to establish market presence and drive further growth across each of its focused therapeutic areas.

The company has a pan-India marketing and distribution network with 2,671 medical representatives in 22 states, enabling effective engagement with healthcare professionals and hospitals, consolidating its presence in the IPM and ensuring deep penetration in therapeutic areas. The company has two manufacturing facilities, located in the states of Gujarat with an aggregate installed capacity for formulations of 1,285 million units per annum.

The company is also focused on executing strategic brand acquisitions and establishing in-licensing arrangements to address therapy gaps in its portfolio and to establish complementary capabilities, such as backward integration, marketing arrangements, and diversified product offerings.

Valuation:

Corona Remedies is an India-focused branded pharmaceutical formulations company. It develops, manufactures, and markets prescription based medicines used by specialist doctors across India. The company's diverse portfolio includes 71 brands across therapeutic areas like women's healthcare, cardio-diabeto, pain management, urology, and multispecialty pharmaceuticals. The Company also has a portfolio of specialized chronic pharma products that carries high margins.

The company is well positioned to sustain above-industry growth, supported by a strong brand portfolio, leadership in key therapies, and consistent strategic execution. With a 16.77% CAGR 2nd fastest among the top 30 pharma players it continues to outperform the IPM, driven by sector-leading momentum in chronic and sub-chronic therapies and steady scale-up of recent launches.

On the valuation front, Based on annualized FY26 earnings, the company is seeking a P/E of 35.3 times, and a post-issue market capitalization of approximately Rs 64,952 million, making the issue appears to be fully priced. We believe the company enters the next phase of growth with high-visibility revenue drivers, differentiated capabilities, and a robust pipeline, positioning it for sustained market share gains and long-term value creation. Hence, we assign **Subscribe for long term** only rating for the issue.

Company Overview

Corona Remedies Ltd_is an India-focused branded pharmaceutical formulations player with a diversified presence across women’s healthcare, cardio-diabeto, pain management, urology and other specialty segments. It is among the fastest-growing companies within the top 30 players in the Indian Pharmaceutical Market (IPM), significantly outperforming IPM growth across multiple MAT periods. Between MAT June 2024 and MAT June 2025, domestic sales grew at 13.6% CAGR versus the IPM’s 7.9%. Over MAT June 2022–25, the company delivered 16.8% CAGR in domestic sales, nearly 1.8x the IPM’s growth rate. This performance was driven by sustained volume expansion and a strong pace of new product introductions.

Addressable Market	Domestic Sales (₹ million)	% of Domestic Sales	Market Rank (MAT Jun 2025)	CAGR (MAT Jun 2022 → MAT Jun 2025)	IPM CAGR (MAT Jun 2022 → MAT Jun 2025)
Women’s healthcare	4,080	28.6%	6	20.7%	9.1%
Cardio-diabeto	3,340	23.4%	22	22.0%	9.7%
Pain management	1,684	11.8%	5	19.2%	12.3%
Urology	647	4.5%	9	59.6%	16.8%
Others	4,534	31.7%	NA	7.5%	NA
Total	14,285	100.0%	29	16.8%	9.2%

The company has built a differentiated portfolio comprising 71 brands across core chronic and sub-chronic therapies. Its 27 “engine brands” contributed over 72% of domestic sales in MAT June 2025, with several category-leading brands such as Myoril, Cor, Cor9, B-29 and Trazer. Several brands hold top-five market positions within their respective sub-groups, reflecting strong brand equity and deep specialist penetration. Chronic and sub-chronic therapies accounted for 70.1% of domestic sales in MAT June 2025, up from 63.8% in MAT June 2022, growing at over 20% CAGR and outpacing the broader IPM by more than 2x. The company maintains presence across all major stages of women’s health, cardio-diabeto care and pain management, and has expanded into urology with a dedicated SBU established in 2023. In MAT June 2025, the company ranked among the top players in its addressable markets: sixth in women’s health, twenty-second in cardio-diabeto, fifth in pain management, and ninth in urology.

Brand	Jun-25		Jun-24		Jun-23		Jun-22	
	Amount (₹ in millions)	% of domestic sales	Amount (₹ in millions)	% of domestic sales	Amount (₹ in millions)	% of domestic sales	Amount (₹ in millions)	% of domestic sales
B-29	1506	10.6%	1398	11.1%	1053	9.6%	870	9.7%
Myoril*	964	6.8%	670	5.3%	416	3.8%	386	4.3%
Tricum	758	5.3%	742	5.9%	636	5.8%	464	5.2%
Cortel	735	5.1%	393	3.1%	367	3.3%	207	2.3%
Obimet	614	4.3%	521	4.1%	418	3.8%	497	5.5%
Rosuless	597	4.2%	512	4.0%	380	3.5%	333	3.8%
Ulpan	597	4.2%	512	4.1%	380	3.5%	272	3.1%
Vitneurin	442	3.1%	438	3.5%	392	3.6%	365	4.1%
COR-3	437	3.1%	420	3.3%	419	3.8%	389	4.4%
C-HOP	387	2.7%	370	2.9%	365	3.3%	319	3.6%

A key driver of growth is its strategic focus on the “middle of the pyramid,” emphasizing specialist and super-specialist engagement across urban and semi-urban geographies. Specialists contributed ~76% of prescriptions in MAT June 2025, compared with ~61% for the IPM. This strategy has supported consistent prescription share gains and an improvement in overall IPM ranking from 37th in MAT June 2022 to 29th in MAT June 2025. In its covered markets, the company is the 17th largest by market share. The brand portfolio is well-balanced across revenue buckets, with one brand generating over ₹1 billion in annual revenue, six brands generating ₹500 million–₹1 billion, seven brands generating ₹300 million–₹500 million, and 24 brands generating ₹100 million–₹300 million. Engine brands grew at a 20.7% CAGR between MAT June 2022 and MAT June 2025, reinforcing their role as key growth pillars.

The company operates two manufacturing facilities in Gujarat and Himachal Pradesh with a combined installed capacity of ~1.29 billion units per annum across 11 production lines. A hormone manufacturing facility in Gujarat is expected to be commissioned in Q1 FY27. The company has also created backward-integration capabilities through an investment in La Chandra Pharmalab, which operates an EU-GMP and WHO-GMP certified API facility and supplies hormone APIs under a right of first refusal. R&D capabilities are integrated within its manufacturing sites, with a team of 103 employees (as of June 30, 2025) engaged in formulation development, manufacturing process optimization, packaging R&D and process engineering. The company’s pipeline is oriented towards differentiated hormone and specialty products, supporting both domestic and international expansion.

Particulars	As of and for the three months ended June 30, 2025	2025	2024	2023
Bhayla Manufacturing Facility (Gujarat)				
Tablets/Capsules				
Installed capacity (in million)	852.8	852.8	852.8	852.8
Available capacity (in million)	150	600	500	250
Actual production (in million)	138.45	561.49	457.93	210.97
Capacity utilization (%)	92.30%	93.58%	91.59%	84.39%
Dry Powder (Sachets)				
Installed capacity (in million)	20	20	20	20
Available capacity (in million)	1.25	5	4	4
Actual production (in million)	0.7	4.73	2.65	3.57

Capacity utilization (%)	56.00%	94.60%	66.25%	89.34%
Solan Manufacturing Facility (Himachal Pradesh)				
Tablets/Capsules				
Installed capacity (in million)	402.64	402.64	402.64	402.64
Available capacity (in million)	100.66	402.64	402.64	402.64
Actual production (in million)	114.11	386.73	399.86	383.34
Capacity utilization (%)	113.36%	96.05%	99.31%	95.21%
Liquid (Bottles)				
Installed capacity (in million)	10	10	10	10
Available capacity (in million)	2.5	10	10	10
Actual production (in million)	0.88	7.45	7.85	7.89
Capacity utilization (%)	35.20%	74.50%	78.46%	78.94%

Strategic brand acquisitions and in-licensing remain central to its growth strategy. The acquisition of Myoril from Sanofi in FY24 strengthened the pain management portfolio, while earlier acquisitions of Vitneurin, Stelbid, Dilo DX/BM, Obimet and Thyrocab enhanced presence in VMN, respiratory, gastroenterology, diabetes and thyroid therapy areas. In-licensing partnerships with global players such as Ferring Pharmaceuticals have further expanded offerings in women’s health and urology. Overall, the company has established a scalable platform anchored by strong brands, specialist-focused marketing, robust manufacturing and R&D capabilities, and a proven track record of sustained outperformance vs. the IPM.

International Business

The Company is pursuing a calibrated expansion of its international footprint by leveraging its hormone portfolio, R&D capabilities, and differentiated product offerings to drive penetration in select overseas markets. Its presence spans over 20 countries, including the United Arab Emirates, Uzbekistan, the Philippines, Kenya, and Cyprus, supported by a market-specific approach that incorporates regulatory requirements, market size, competitive dynamics, and therapy-area demand. International approvals for its Indian manufacturing facilities, including EU GMP certification and WHO accreditations, enhance the Company’s ability to access regulated markets and strengthen its credibility with healthcare professionals and regulatory authorities.

Particulars	Three Months Ended June 30, 2025		2025		2024		2023	
	Amount (₹ in millions)	% of revenue from operations	Amount	% of revenue from operations	Amount	% of revenue from operations	Amount	% of revenue from operations
Revenue from operations – within India	3,339	96.3%	11,525	96.3%	9,802	96.6%	8,522	96.4%
Revenue from operations – outside India	127	3.7%	440	3.7%	342	3.4%	319	3.6%
Total revenue from operations	3,465	100%	11,964	100%	10,145	100.0%	8,841	100%

Strengths:

- Second fastest growing company within the top 30 pharmaceutical companies in the Indian pharmaceutical market by domestic sales between MAT June 2022 and MAT June 2025, well-positioned to capitalize on the opportunities in the Indian pharmaceutical market

The company is an India-focused branded pharmaceutical formulations player with a portfolio spanning women’s healthcare, cardio-diabeto, pain management, urology and select specialty segments. It has emerged as the second fastest-growing company among the top 30 Indian Pharmaceutical Market (IPM) participants between MAT June 2022 and MAT June 2025. Over this period, domestic sales recorded a CAGR of 16.77%, significantly outperforming the IPM’s CAGR of 9.21%. A key driver of this outperformance has been the company’s emphasis on new product introductions. Its share of post-June 2022 launches generating over ₹50 million in MAT June 2025 was 14.43%, materially higher than that of the top 30 IPM peers (11.40%) and the broader IPM (5.60%). The company also maintains a favourable product life-cycle mix, with 60.00% of prescription-driven sales in the growth stage, compared to 36.00% for the overall IPM. The company operates in therapeutic categories benefiting from strong structural tailwinds. Rising prevalence of non-communicable diseases—including cardiovascular disorders, diabetes, cancer and chronic respiratory ailments—continues to propel demand for chronic therapies. Simultaneously, increasing awareness, improved access and higher healthcare-seeking behaviour among women are expanding the gynaecology and women’s health markets. Industry forecasts indicate robust growth across the company’s core therapeutic areas between FY2025 and FY2030: gynaecology at 8.50–9.50% CAGR, cardiovascular and anti-diabetic at 10.00–11.00% CAGR, and urology at 9.00–10.00% CAGR.

Given its strategic focus on these high-growth segments, strong brand-building capabilities and proven execution in scaling new launches, the company is well positioned to capitalise on the expanding opportunities within the Indian pharmaceutical market.

- Demonstrated capabilities of building a diversified portfolio, including “engine” brands, in our targeted therapy areas

The company maintains a broad portfolio of 71 brands (as of June 30, 2025) spanning women’s healthcare, cardio-diabeto, pain management, urology and other therapy areas. The four targeted therapeutic segments women’s healthcare, cardio-diabeto, pain management and urology contributed 68.26% of domestic sales for MAT June 2025, recording a robust CAGR of 22.40% between MAT June 2022 and MAT June 2025. Within this mix, women’s healthcare contributed 28.56%, cardio-diabeto 23.38%, pain management 11.79% and urology 4.53% of domestic sales, underscoring a well-diversified

and balanced portfolio that mitigates concentration risk while supporting multi-segment growth. The company has consistently outperformed the IPM across these core therapeutic areas over the same period, driven by focused brand-building and targeted commercial execution.

○ Low Exposure to (National List of Essential Medicines) NLEM

The company also benefits from limited exposure to the National List of Essential Medicines, enabling greater pricing flexibility. Only 9.76% of MAT June 2025 sales fell under NLEM 2022, compared to 17.51% for the IPM, positioning the company among the lowest exposed players within the top 30 pharmaceutical companies in India. This favourable mix enhances revenue sustainability and profitability across key therapeutic categories.

○ Brand Leadership across Key Categories

The company has established strong leadership positions across several brands. Myoril, COR and Trazer each rank first in their respective sub-groups, while COR-9, Alkashot and Stimucor rank third, Argihope and Evtab rank fourth, and B-29, C-HOP and Bisobis rank fifth. Within cardio-diabeto, Bisobis holds a top-five position. The acquisition of the Myoril brand in June 2023 further accelerated portfolio performance, driving revenue growth above 50% between MAT June 2023 and MAT June 2025. The company is also one of only three Indian players with in-licensing arrangements with Ferring Pharmaceuticals, providing exclusive and semi-exclusive rights across select women’s health and urology therapies.

○ Engine Brands Driving Scalable Growth

The company’s brand-building capabilities are demonstrated through its 27 “engine” brands, which contributed 72.34% of domestic sales for MAT June 2025. These include leading brands such as Cor, Trazer, Cor9, B-29 and Myoril. Collectively, the engine brands delivered a CAGR of 20.68% between MAT June 2022 and MAT June 2025, reflecting the company’s ability to scale high-potential brands. Notably, 12 of these 27 engine brands rank among the top five in their respective categories.

○ Strong Positioning in Chronic and Sub-Chronic Therapies

Chronic and sub-chronic therapies contributed ₹10,013.07 million, or 70.10% of domestic sales for MAT June 2025, up from 63.82% for MAT June 2022. These segments typically offer improved revenue visibility, stability and profitability. The company’s strong alignment with these therapy areas, coupled with ongoing portfolio expansion and differentiated product offerings, positions it favourably to capture sustained growth momentum within the Indian pharmaceutical market.

Therapy	Domestic Sales (MAT June 2025)(₹ million)	IPM Domestic Sales (MAT June 2025)(₹ million)	Domestic Sales CAGR (MAT June 2022–2025)	IPM Domestic Sales CAGR (MAT June 2022–2025)
Acute	4,272	10,32,021	9.6%	8.2%
Chronic and sub-chronic	10,013	12,68,455	20.5%	10.1%

➤ **Pan-India sales network and marketing strategy focused on the “middle of the pyramid” target market**

The company’s specialist-led commercial strategy has enabled it to consistently outpace IPM prescription growth between MAT Jun’22 and MAT Jun’25. By prioritizing specialists and super-specialists and deploying its field force strategically across urban and semi-urban markets, which together contributed 75.11% of domestic sales in MAT Jun’25, the company has effectively captured demand from the high-value middle-of-the-pyramid segment. Specialist and super-specialist doctors accounted for 75.75% of prescriptions, well above the IPM average, reinforcing the strength of this targeted approach. This execution has supported a meaningful improvement in market position, with the company rising from the 37th to the 29th largest player in the IPM over MAT Jun’22–Jun’25, ranking 17th in its Covered Market, and emerging as the third fastest-growing Indian company in prescription growth across key specialties. A 2,671-member field force continues to deepen engagement with healthcare professionals and institutions. The company also benefits from strong regional depth and expanding national reach. Its core western markets—Gujarat, Maharashtra, Goa, Madhya Pradesh and Chhattisgarh—accounted for 47.30% of domestic sales in MAT Jun’25, supported by entrenched prescriber relationships, robust availability and focused brand-building. At the same time, the company is scaling its footprint in southern and eastern markets, which delivered strong domestic sales growth of 22.16% and 21.93% respectively over MAT Jun’22–Jun’25, indicating successful penetration into high-potential geographies. Its commercial execution is further strengthened by four therapy-aligned SBUs—gynaecology, cardio-diabeto, urology and multi-specialty—comprising nine divisions designed to deliver focused, therapy-specific marketing and deeper prescriber engagement. This structure sharpens brand positioning across therapeutic areas, with the multi-specialty SBU operating two dedicated divisions to effectively serve acute, semi-chronic and chronic segments.

○ Robust Distribution Network and Supply Chain Backbone

The company’s distribution network is supported by a strong supply chain infrastructure, comprising:

- **22 C&F agents** located across key regions to optimize logistics, replenishment efficiency and inventory management; and
- **over 2,000 distributors** nationwide, ensuring wide availability and timely access to products across healthcare channels.

The integration of therapy-specialized SBUs, a strong field force and a well-established distribution network provides a scalable platform to drive brand adoption, enhance prescriber engagement and deepen penetration across both acute and chronic/sub-chronic therapy segments. This cohesive go-to-market model has been central to the company’s ability to outperform IPM growth across all regions over the last three years.

Zones	Domestic Sales (₹ million)	% of Total Domestic Sales	IPM Domestic Sales (₹ million)	% of Total IPM Domestic Sales	CAGR (MAT Jun'22–Jun'25)	IPM CAGR (MAT Jun'22–Jun'25)
West	6,756	47.3%	5,21,752	22.7%	15.3%	9.2%
North	2,777	19.4%	5,72,440	24.9%	12.4%	9.5%
South	2,782	19.5%	5,88,283	25.6%	22.2%	8.3%
East	1,969	13.8%	5,15,563	22.4%	21.9%	9.9%
All India Only	–	–	1,03,963	4.5%	NA	9.5%
Total	14,285	100.0%	23,02,002	100.0%	16.8%	9.2%

➤ **Quality and current Good Manufacturing Practices-focused manufacturing facilities, with strong research and development capabilities driving a portfolio of differentiated pharmaceutical products**

The company operates two manufacturing facilities in Gujarat and Himachal Pradesh, with a new hormone facility in Gujarat scheduled for commissioning in the first quarter of FY27. As of June 30, 2025, the facilities spanned 2.83 hectares and offered an aggregate installed formulation capacity of 1,285.44 million units per annum across 11 production lines. The Gujarat facility for oral solids is EU GMP and WHO GMP certified, while the Himachal Pradesh unit, which manufactures oral solids and liquids, holds WHO GMP approval. The company employed 761 personnel across its manufacturing operations. To strengthen backward integration in hormone therapeutics, the company has invested in La Chandra, which operates an EU GMP and WHO GMP-certified hormone API facility in Gujarat. Through this partnership and a right of first refusal arrangement, the company secures hormone APIs essential for its formulation and R&D pipelines. This integration is expected to enhance capabilities in complex hormone manufacturing. The company operates two DSIR-registered R&D centres housed within its manufacturing sites, employing 103 personnel as of June 30, 2025. R&D initiatives focus on new formulation development, process optimization, packaging innovation and process engineering. Of the 97 SKUs launched after June 2022, 14 recorded sales exceeding ₹50 million in MAT June 2025, representing a 14.43% share—well above the comparable shares achieved by the top 30 IPM players and the IPM overall. Quality systems are supported by 220 dedicated personnel, including 130 in quality control and 90 in quality assurance. Standardized procedures, well-equipped laboratories and strong documentation practices ensure compliance with global regulatory expectations. The company maintains a diversified technical talent pool, with qualifications ranging from B. Pharm and M. Pharm to M.Sc. and Ph.D., and invests in ongoing training to support adherence to evolving quality norms.

Key Strategies:

➤ **Further increase their market share within the domestic Indian pharmaceutical market**

The company is the second fastest-growing among the top 30 pharmaceutical players in the IPM between MAT June 2022 and MAT June 2025, with its ranking improving from 37th to 29th over the period. Its Covered Market represents 33.56% of the overall IPM in MAT June 2025, indicating meaningful scope for further penetration and expansion. The company also ranks 7th among the top 30 players in terms of market share gains during this period, reflecting sustained outperformance in its focus segments. The company is focused on strengthening its position within the IPM by enhancing productivity of its medical representative network, widening its prescriber base and increasing product depth per prescriber. Expansion of the field force remains a key priority to drive deeper penetration across operational geographies. Investments in digital platforms for learning, performance monitoring and field-force effectiveness are expected to further improve productivity and execution. The company is intensifying engagement with super-specialists across metro, semi-metro and urban markets to strengthen its presence in high-value therapeutic areas, including women’s healthcare, cardio-diabeto, urology and pain management. It is also expanding its presence in high-growth channels such as hospitals and pharmacy chains, which play an increasingly important role in improving market access and driving prescription momentum. Collectively, these initiatives are aimed at accelerating growth within the IPM, expanding the Covered Market and enhancing therapy-level rankings.

➤ **Grow their product portfolio with a focus on long product life cycles and progression**

The company remains focused on expanding its product portfolio with formulations that offer long product life cycles and address evolving therapeutic needs. Its growth strategy is centered on launching new products within existing therapeutic areas and deepening presence in core segments through targeted portfolio expansion. Chronic and sub-chronic therapies, which provide higher revenue visibility and profitability due to their long-term prescription nature, continue to form the majority of the company’s revenue. Recent product launches such as Empagliflozin and its combinations for diabetes management and Elagolix for endometriosis and infertility—have strengthened the company’s position in key chronic segments. The company has also introduced Sitabite (Sitagliptin) as part of its sustained focus on high-value chronic therapies. The company leverages its nationwide sales and distribution network to introduce clinician-focused formulations and identify opportunities in underserved therapeutic niches. This approach supports the launch of innovative brand line extensions and facilitates entry into high-growth markets with limited incremental R&D investment, while maintaining strong margins. By developing generic equivalents of complex medications, the company has gained meaningful market share within its Covered Markets, supported by scalable manufacturing and distribution capabilities. Its R&D infrastructure enables the development of niche, high-potential products that can evolve into future “engine brands.” Ongoing efforts to launch new molecules, combined with disciplined lifecycle management, reinforce the company’s commitment to innovation-led, sustainable growth and long-term revenue visibility.

➤ **Expand into other therapeutic areas with significant growth potential and deepen their presence in existing therapeutic areas**

The company plans to strategically expand into additional therapeutic areas by leveraging its established brand equity, strong prescriber relationships and deep market penetration. With a presence across roughly one-third of IPM therapy areas, significant whitespace remains in segments such as nephrology, central nervous system, oncology and dermatology. Expansion priorities are guided by insights derived from the company’s sales and distribution network, clinician interactions, hospital coverage and focused market assessments. While continuing to build on core strengths in women’s healthcare, cardio-diabeto and pain management, the company sees meaningful opportunities in several high-growth specialty segments. Urology is a

key pillar of this expansion strategy. Since establishing a dedicated SBU in 2023, the company has rapidly scaled its presence and is currently among the top players in the therapy area. The portfolio is being strengthened with new product launches and an increased focus on value-added and niche offerings. Targeted engagement with medical colleges and corporate hospitals is expected to accelerate prescription growth and deepen market penetration. Women's health is another important growth vector, supported by rising demand for specialized treatments across gynaecology and infertility. The company is enhancing its presence through increased engagement with infertility specialists, IVF-focused hospital chains and expanded medical representative coverage. Backward integration with La Chandra for hormone APIs and the upcoming hormone manufacturing facility in Ahmedabad are expected to further reinforce its competitive position in this segment. Through a structured diversification strategy supported by new therapeutic divisions and targeted go-to-market initiatives, the company aims to broaden its therapeutic footprint, strengthen market leadership and sustain long-term revenue growth while continuing to deliver high-quality, patient-centric treatments across a wider range of medical needs.

➤ **Execute strategic acquisitions and establish in-licensing agreements**

The company remains focused on expanding its portfolio through targeted acquisitions and in-licensing arrangements that reinforce its presence in priority therapeutic areas. This strategy is designed to address therapy gaps, strengthen competitive positioning, and unlock long-term value through backward integration, scale benefits in marketing, and broader product offerings. Leveraging its extensive field force and distribution network, the company aims to accelerate market penetration of acquired and in-licensed brands. Recent strategic initiatives demonstrate a consistent approach toward portfolio enhancement. In FY 2026, the acquisition of Fostine, Menodac, Ovidac, Vageton, Luprofact, Noklot and Spye from Bayer Zydus Pharma substantially strengthened the company's women's health and cardio-diabeto portfolios. Earlier, in FY 2024, the acquisition of Myoril from Sanofi reinforced the company's position in the fast-growing pain management segment. The acquisition of Obimet and the Thyrocab range from Abbott India in 2018 expanded the company's presence in diabetes and thyroid care—two structurally high-growth therapeutic areas. Similarly, the purchase of Vitneurin, Stelbid, Dilo DX and Dilo BM from GlaxoSmithKline in 2017 bolstered its VMN portfolio. The company has also entered into several in-licensing partnerships with global innovators, including agreements with Ferring Pharmaceuticals that provide exclusive or semi-exclusive rights to market select products in women's health and urology in India. These collaborations broaden access to differentiated therapies and enhance the company's specialty-focused offerings.

Looking ahead, the company continues to evaluate a pipeline of acquisition and in-licensing opportunities that complement its existing portfolio or enable expansion into high-growth therapy areas. Potential initiatives include strategic stakes in companies, acquisition of manufacturing or R&D assets, co-sponsorship arrangements, licensing of new or existing brands and co-development partnerships for differentiated molecules. By leveraging its strong brand equity, deep clinician reach and robust distribution infrastructure, the company aims to maximize value from these strategic initiatives and sustain long-term growth momentum.

➤ **Expand our sales in select overseas markets with a focused approach**

The company is pursuing a calibrated strategy to expand its international footprint, leveraging its hormone portfolio, R&D capabilities and differentiated product pipeline to penetrate select overseas markets. With a presence across more than 20 countries, the company adopts a market-specific approach that considers regulatory requirements, competitive intensity, market potential and therapy-wise demand. Global expansion efforts are supported by existing international approvals, including EU GMP and WHO accreditations, which enhance credibility in regulated markets and facilitate entry into new geographies. The company's strategy for strengthening its presence in emerging markets and Europe includes expanding product registrations across priority therapies, deepening customer penetration through partnerships with local distributors, and supporting these partners with marketing materials, capability-building and training to drive brand performance. In parallel, investments in R&D aim to broaden the pipeline of differentiated hormone and specialty products tailored for international markets. By combining quality-led manufacturing, a specialty-focused portfolio and targeted market-entry strategies, the company aims to increase its international revenue contribution and build a sustainable presence in key global markets.

Industry Snapshot:

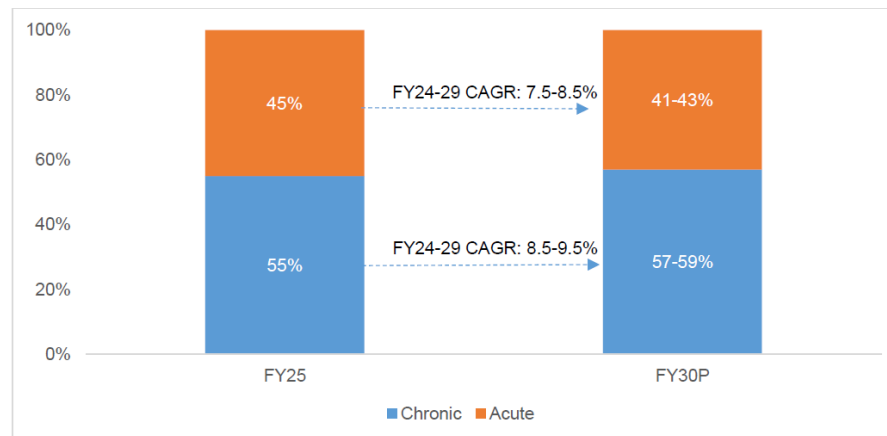
➤ **India becoming a key market for pharmaceuticals**

As per Ministry of chemicals and fertilisers, the Indian pharmaceuticals industry is the world's third largest by volume and fourteenth largest by value. Indian pharmaceutical industry was valued at approximately ₹4.5 trillion (including bulk drugs and formulation exports) as of financial year 2025. At present, low-value generics constitute a large part of India's exports. The country accounts for approximately 3.5% of total drugs and medicines exported globally to more than 200 countries and territories, including highly regulated markets such as the US, the UK, the European Union and Canada. India has a complete ecosystem for the development and manufacturing of pharmaceuticals, with companies having state-of-the-art facilities and skilled/technical manpower. Moreover, India has several renowned, pharmaceutical, educational and research institutes and a robust ecosystem of allied industries.

➤ **Chronic segment is dominated by anti-diabetic and cardiovascular therapies, while anti-infective and gastro-intestinal therapies lead the acute segment**

The Indian domestic formulation industry can be categorised into the chronic and acute therapy segments. The chronic segment mainly comprises anti-diabetic, cardiovascular and oncology therapies, whereas the acute segment mainly includes anti-infective, gastro-intestinal, and pain and analgesic therapies. As of Financial Year 2025, chronic and acute therapies constituted 55% and 45% of the total domestic formulation market, respectively. Anti-diabetic and cardiovascular therapies together accounted for nearly a fifth of the Indian domestic formulation market, given the growing prevalence of chronic diseases in the country. Anti-diabetic and cardiovascular therapies constituted approximately 9% and approximately 13%, respectively, of all therapies provided by the Indian domestic formulation market. Sedentary lifestyles and poor dietary habits have resulted in growing incidence of chronic diseases in the Indian population, which is expected to drive the growth of these therapies in the next few years. The chronic therapy segment is expected to clock a higher CAGR of 8.5-9.5% from financial years 2025 to 2030 than the acute segment, which is expected to expand at a CAGR of 7.5-8.5%.

Chronic vs acute split in the domestic formulation market

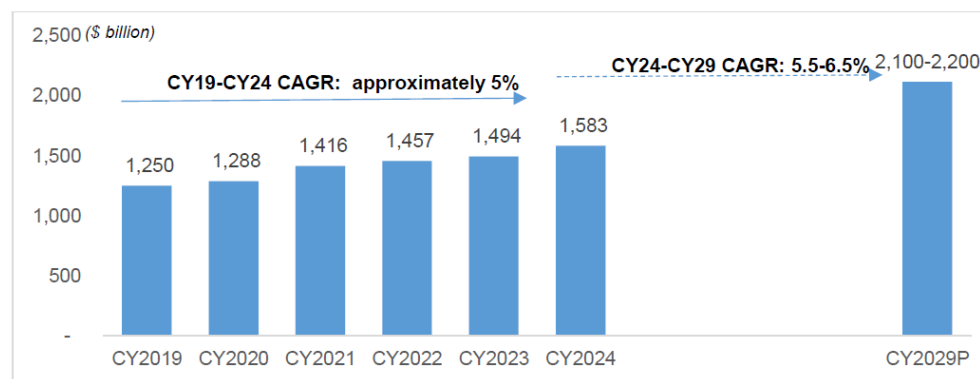


Source: Crisil Intelligence

➤ **The global pharmaceutical market to log 5.5-6.5% CAGR between 2024 and 2029**

The global pharmaceuticals market has clocked approximately 5% CAGR, from approximately \$1,250 billion in 2019 to approximately \$1,583 billion in 2024. After clocking strong growth in 2021 and 2022 on account of pentup demand, the market is estimated to have moderated in 2023. The global market continued healthy expansion in Calendar Year 2024, aided by growth in key regulated and semi-regulated markets. We estimate the pharmaceutical market to grow at a healthy pace, aided by volume growth in some of the key pharmerging markets and new product introductions in developed markets. Further, the global pharmaceutical market is expected to sustain 5.5-6.5% CAGR from 2024 to 2028 to reach \$2,100 to \$2,200 billion by 2029.

The global pharmaceutical market by value



Note: P-projections, CY-calendar year
Source: Pharma company reports, Crisil Intelligence

➤ **Strong growth in chronic segment to continue boosting growth of overall market in the medium term**

In recent years, cardiovascular diseases and diabetes have been among the prevalent chronic diseases in India. Cardiovascular diseases are one of the leading causes of deaths in the country. Demand for chronic disease care drugs (meant to treat many non-communicable diseases) is growing at a fast pace. Chronic ailments require medium- to long-term treatment, for which medical practitioners prescribe a chain of prescriptions. These prescriptions are used more frequently as pharmacies dispense the medication with a network effect across the pharmaceutical supply chain. The shift in the disease profile is reflected by the increase in disability-adjusted life years lost for the Indian population. The metric, published by the World Health Organization, is the number of life years lost due to premature mortality plus the number of years lived with disability. There has been a rise in the number of life years lost because of non-communicable diseases such as cancer, cardiovascular ailments, diabetes and mental disorders.

Comparison with Industry listed peers

Name of the company	Face Value (₹ per share)	Revenue from operations (₹ in millions)	Basic EPS	P/E	RONW (%)	NAV (₹)	P/BV (x)
Corona Remedies Ltd	10	11,964	24.4	35.1*	24.5%	99.1	10.7
Listed Peers							
Abbott India Ltd	10	64,091	665.6	43.3	33.4%	1992.1	14.4
Alkem Laboratories Ltd	2	1,29,645	181.1	31.5	18.0%	1002.3	5.6
Eris Lifesciences Ltd	1	28,936	25.8	60.1	12.2%	209.7	7.5
GlaxoSmithKline Pharmaceuticals Ltd	10	37,492	54.7	46.5	47.5%	115.1	22.1
J.B. Chemicals & Pharmaceuticals Ltd	1	39,179	42.2	43.2	19.2%	220.8	8.3
Mankind Pharma Ltd	1	1,22,074	49.2	44.7	13.8%	352.5	6.2
Pfizer Ltd	10	22,813	167.9	29.7	18.2%	921.8	5.4
Sanofi India Ltd	10	20,132	179.4	24.1	48.0%	373.6	1.1
Torrent Pharmaceuticals Ltd	5	1,15,160	56.4	66.9	25.1%	224.2	16.8

*Note – 1) P/E, P/BV Ratio has been computed based on the closing market price of equity shares on NSE on Dec 05, 2025, other Financial highlights as 31st March 2025.

2) P/BV, NAV, EPS, P/E* (annualized) Mcap to sales of the Corona Remedies is calculated on EPS of FY25, and post issue no. of equity shares issued.

Key Risk:

- **Concentration in Key Therapeutic Areas:** A substantial portion of revenue is concentrated in women's healthcare, cardio-diabeto and pain management, contributing 65.14% in Q1 FY2026 and 62.40% in FY2025. Any underperformance of products in these segments, or increased competition from alternative therapies, could materially impact our revenue, profitability, and cash flows.
- **Dependence on Engine Brands:** The Company's domestic performance is heavily anchored in its 27 "engine" brands, notably B-29 and Myoril, which together contributed 72.34% of domestic sales during MAT June 2025. This high level of brand concentration increases the company's exposure to product-specific risks. Any slowdown in prescription momentum, competitive intensification, regulatory intervention, or supply-side challenges affecting these core brands could materially weaken the company's revenue trajectory. Sustained underperformance of these brands may therefore adversely impact operating results, financial condition and cash flows.
- **Concentration in Chronic and Sub-Chronic Therapies:** For MAT June 2025, 70.10% of the company's domestic sales were generated from chronic and sub-chronic therapeutic segments. This concentration heightens exposure to therapy-specific risks, including evolving clinical protocols, intensified competition, pricing pressures, and regulatory or reimbursement changes. Any adverse developments impacting these segments—such as shifts in prescription behaviour or the launch of superior competing products—could materially affect the company's revenue visibility, operating performance, financial condition and cash flows.
- **Dependence on Third-Party Suppliers:** The company relies on third-party suppliers for raw materials and finished goods, representing 19.87% of total expenses in Q1 FY2026 and 27.96% in FY2025, without long-term contractual arrangements. In addition, the company depends on La Chandra Pharmed Private Limited, an Associate and Group Company, for key APIs used in its women's healthcare portfolio. Limited control over these suppliers increases the risk of supply disruptions, pricing volatility or quality issues, any of which could adversely affect operations, product availability, financial performance and cash flows.

Valuation:

Corona Remedies is an India-focused branded pharmaceutical formulations company. It develops, manufactures, and markets prescription based medicines used by specialist doctors across India. The company's diverse portfolio includes 71 brands across therapeutic areas like women's healthcare, cardio-diabeto, pain management, urology, and multispecialty pharmaceuticals. The Company also has a portfolio of specialized chronic pharma products that carries high margins.

The company is well positioned to sustain above-industry growth, supported by a strong brand portfolio, leadership in key therapies, and consistent strategic execution. With a 16.77% CAGR 2nd fastest among the top 30 pharma players it continues to outperform the IPM, driven by sector-leading momentum in chronic and sub-chronic therapies and steady scale-up of recent launches.

On the valuation front, Based on annualized FY26 earnings, the company is seeking a P/E of 35.3 times, and a post-issue market capitalization of approximately Rs 64,952 million, making the issue appears to be fully priced. We believe the company enters the next phase of growth with high-visibility revenue drivers, differentiated capabilities, and a robust pipeline, positioning it for sustained market share gains and long-term value creation. Hence, we assign **Subscribe for long term** only rating for the issue.

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Small Caps (251st company onwards)	>25%		0-25%	<0%

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