

BSE SENSEX 76,071 S&P CNX 23,581

CMP: INR1,565 TP: INR1,820 (+16%) Buy



Stock Info

Bloomberg	IPCA IN
Equity Shares (m)	254
M.Cap.(INRb)/(USDb)	397.1 / 4.3
52-Week Range (INR)	1624 / 1168
1, 6, 12 Rel. Per (%)	13/26/14
12M Avg Val (INR M)	382
Free float (%)	55.3

Financials Snapshot (INR b)

Y/E MARCH	FY26E	FY27E	FY28E
Sales	96.2	106.8	121.9
EBITDA	19.6	22.5	26.7
Adj. PAT	11.5	13.2	15.6
EBIT Margin (%)	16.1	17.0	18.2
Cons. Adj. EPS (INR)	45.5	52.0	61.6
EPS Gr. (%)	26.4	14.3	18.5
BV/Sh. (INR)	311.6	355.8	408.1

Ratios

Net D:E	0.1	0.0	-0.1
RoE (%)	15.5	15.6	16.1
RoCE (%)	14.4	14.0	15.0
Payout (%)	11.1	15.5	13.1

Valuations

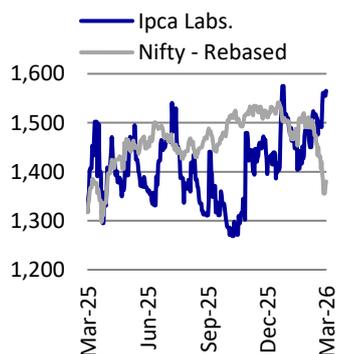
P/E (x)	34.5	30.2	25.5
EV/EBITDA (x)	20.4	17.7	14.9
Div. Yield (%)	0.3	0.5	0.5
FCF Yield (%)	1.8	2.8	2.6
EV/Sales (x)	4.2	3.7	3.3

Shareholding pattern (%)

As On	Dec-25	Sep-25	Dec-24
Promoter	44.7	44.7	44.7
DII	37.3	36.8	35.7
FII	10.6	10.4	11.1
Others	7.3	8.1	8.5

FII Includes depository receipts

Stock Performance (1-year)



Growth visibility improving in DF and exports

Portfolio expansion, generics relaunch and Unichem integration to support earnings growth

We recently met IPCA Labs' management to understand the company's business outlook:

- IPCA is taking multiple initiatives for its domestic formulation (DF) segment, such as cardiology portfolio restructuring, Zerodol franchise strengthening, RA focus within pain management, and entry into high-end cosmo-dermatology, to boost its growth prospects.
- Export outlook would be supported by its strengthening market share in branded markets and a gradual ramp-up in generics exports, led by US relaunches, EU tenders and traction in established markets.
- Unichem integration is underway. Near-term performance remains impacted by competition and pricing pressure, with a gradual recovery expected through API integration and pipeline build-up.
- We expect IPCA to deliver a 13% revenue CAGR over FY26-28, led by robust performance in DF and healthy pick-up in exports. We expect a CAGR of 17%/16% in EBITDA/PAT over FY26-28, led by better operating leverage. We value IPCA at 28x 12-month forward earnings to arrive at a TP of INR1,820. Maintain BUY.

Therapy expansion and portfolio restructuring to support DF growth

- IPCA is well-poised to sustain its industry outperformance in DF market on the back of benefits from a) the addition of two divisions comprising 600 MRs and re-organizing portfolio in cardiology therapy, b) enhanced efforts in rheumatoid arthritis segment (20% of pain management therapy sales), c) strengthening Zerodol franchise (INR12b-INR13b annualized sales), d) work-in-progress in building a portfolio and a team (~120 MRs) for high-end cosmo-dermatology.
- We expect a 13.1% revenue CAGR over FY26-28 in DF segment.

Exports to remain on growth uptrend

- Despite headwinds in certain geographies in the branded export segment over past years, IPCA delivered a 12% CAGR over FY22-25. In fact, the YoY growth improved to 14% in 9MFY26.
- With increased off-take in LATAM, West Africa and CIS countries, the growth outlook is expected to be better over next 12-24 months. We expect an 11.8% CAGR over FY26-28 in export branded formulation.
- The 9MFY26 growth of 10% in generics exports has been slightly better than the 9% CAGR over FY22-25.
- After compliance, IPCA has garnered INR780m in US sales from its own sites. IPCA supplemented additional data on approved products to relaunch the same. Five products are launched and IPCA expects to further increase the launch pace.

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- Further, IPCA has registered certain products for the Germany market. The subsequent tender participation is expected to boost EU generic sales. Steady product launches and market share gains should drive business in the already established markets of EU, Australia, New Zealand and Canada.
- Overall, we expect a sales CAGR of 26%/12% in generics/branded exports for IPCA over FY26-28.

Unichem: Building synergy and improving performance

- While IPCA has advanced in its work on integrating Unichem business with itself, the increased competition in two products has been the dampener in the financial performance of Unichem.
- The reduction in pricing of other products in the portfolio further impacted Unichem performance. IPCA is working on a) increasing captive consumption of API from Unichem sites to drive better cost efficiency, b) building product pipeline for Unichem’s focus markets.
- Accordingly, the growth/profitability improvement is expected to be gradual over the medium term for Unichem business. Notably, despite a reduction in gross margin of Unichem from 63.5% to 53.7% YoY, IPCA has been able to improve its consol. gross margin by 150bp YoY to 70.6% in 9MFY26.

Valuation and view

- We expect IPCA to deliver a 13% revenue CAGR over FY26-28, led by robust performance in DF and healthy pick-up in exports.
- We expect a CAGR of 17%/16% in EBITDA/PAT over FY26-28, led by better operating leverage. We value IPCA at 28x 12-month forward earnings to arrive at a TP of INR1,820. Maintain BUY.

Exhibit 1: Valuation snapshot

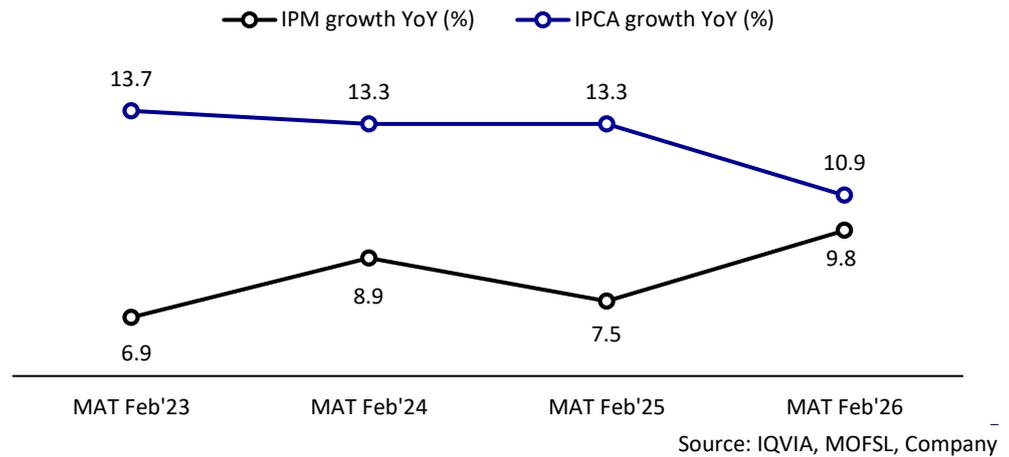
Company	Reco	MCap (USDb)	EPS (INR)			EPS Gr. YoY (%)			P/E (x)			EV/EBITDA (x)			ROE (%)		
			FY26E	FY27E	FY28E	FY26E	FY27E	FY28E	FY26E	FY27E	FY28E	FY26E	FY27E	FY28E	FY26E	FY27E	FY28E
Ajanta Pharma	Buy	4.0	84.5	100.5	113.2	13.0	18.9	12.7	35.8	30.1	26.7	24.9	20.9	19.2	25.3	25.0	23.5
Alembic Pharma	Neutral	1.4	35.1	43.5	52.9	20.4	24.1	21.6	19.1	15.4	12.7	12.0	10.0	8.2	12.6	13.9	14.9
Alkem Lab	Neutral	6.9	207.7	180.8	199.2	14.7	-12.9	10.2	25.7	29.5	26.8	22.3	20.4	18.4	19.3	15.0	15.0
Aurobindo Pharma	Buy	8.1	62.2	76.5	88.8	2.0	22.9	16.0	20.7	16.8	14.5	10.5	8.8	7.5	10.5	11.6	12.1
Biocon	Buy	5.5	2.8	6.8	8.9	89.6	139.0	30.8	132.8	55.6	42.5	19.2	15.4	13.2	2.1	4.9	6.0
Cipla	Neutral	11.3	54.0	53.6	61.6	-14.0	-0.7	14.9	23.8	23.9	20.8	16.5	16.0	13.3	12.4	11.1	11.5
Dr Reddy's Labs	Neutral	11.5	66.2	66.1	68.5	-1.7	-0.1	3.7	19.4	19.4	18.7	12.3	10.5	9.6	15.2	13.4	12.3
ERIS Lifescience	Neutral	1.9	34.0	47.4	57.5	32.8	39.2	21.3	37.8	27.1	22.3	17.5	14.6	12.3	15.4	18.5	19.0
Gland Pharma	Buy	2.9	57.5	71.4	83.3	35.7	24.1	16.6	28.4	22.9	19.6	15.9	12.9	10.8	9.9	11.0	11.5
Glenmark Pharma.	Buy	6.6	20.2	75.9	87.1	-57.7	276	14.8	106.4	28.3	24.7	42.0	17.4	15.2	6.3	20.7	19.6
Glaxosmit Pharma	Neutral	4.4	62.6	70.8	80.4	16.2	13.0	13.6	38.8	34.4	30.3	28.4	24.6	21.0	41.7	36.6	32.7
Granules India	Buy	1.5	23.9	32.0	39.0	23.8	34.2	21.7	23.9	17.8	14.7	12.8	10.3	8.6	14.8	17.1	17.6
Ipca Labs.	Buy	4.3	45.5	52.0	61.6	26.4	14.3	18.5	34.5	30.2	25.5	20.4	17.7	14.9	15.5	15.6	16.1
Lupin	Buy	5.6	15.9	17.8	21.3	174.1	11.9	19.8	60.9	54.4	45.4	30.6	27.1	23.3	17.3	16.8	17.4
Mankind Pharma	Neutral	11.3	109.1	103.1	108.4	51.6	-5.5	5.2	21.1	22.3	21.2	13.2	13.5	12.1	24.8	18.8	16.6
Rubicon Research	Buy	9.3	46.1	64.1	74.0	-1.0	39.3	15.4	44.9	32.2	27.9	25.2	21.0	17.6	12.6	15.9	16.3
Sun Pharma	Buy	2.0	-1.1	1.3	3.3	PL	LP	142.7	NM	103.5	42.7	22.4	17.1	14.2	-1.8	2.2	5.2
Torrent Pharma.	Buy	1.3	14.4	19.0	25.3	76.3	32	33.4	52.2	39.6	29.7	31.6	25.4	19.8	26.9	23.0	24.8
Zydus Lifesciences	Buy	46.3	48.4	56.1	65.1	2.8	15.9	16.1	37.1	32.0	27.6	24.4	21.0	18.0	15.2	15.6	16.0

Source: MOFSL, Company

DF: Strengthening core therapies while expanding into high-growth chronic segment

- DF remains the key earning driver, accounting for ~54% of consolidated revenue. While the segment posted a 12% revenue CAGR over FY23-25, the growth moderated to ~10.1% YoY in 9MFY26.
- Having said this, IPCA consistently outperformed overall IPM growth, underscoring strong execution in its branded generics portfolio and sustained market share gains.

Exhibit 2: IPCA consistently outperforming IPM



- Despite having high exposure to acute therapy (~66% of portfolio), IPCA outperformed the segment, anchored by its strong leadership in pain management, while progressively scaling its presence in chronic therapies such as cardiology, diabetes and dermatology.

Exhibit 3: IPM vs IPCA acute growth YoY (%)

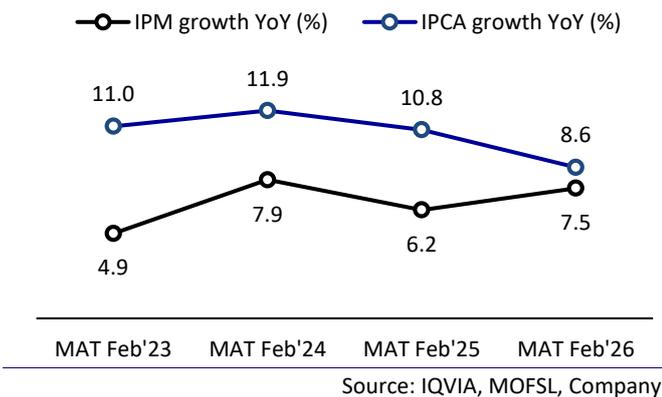
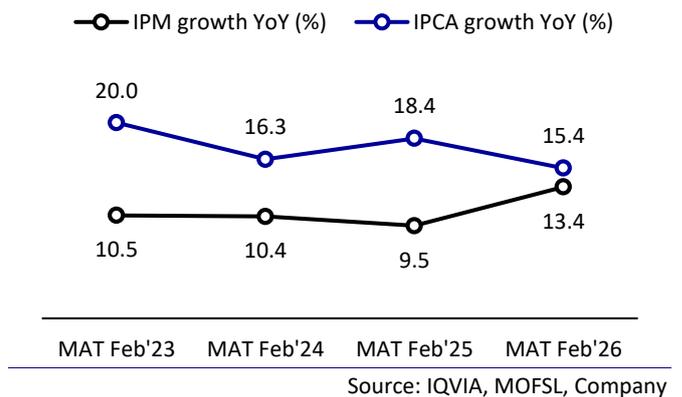


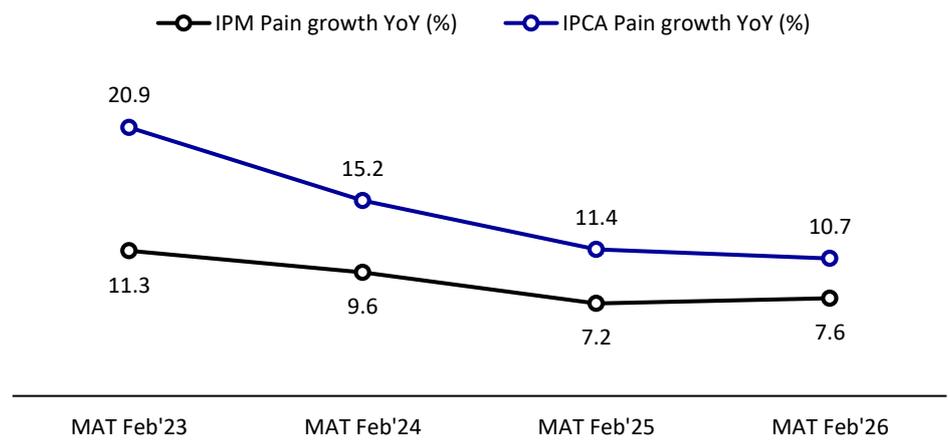
Exhibit 4: IPM vs IPCA chronic growth YoY (%)



Pain franchise: Sustaining leadership via strong brand equity/RA dominance

- Pain management continued to anchor IPCA’s DF segment growth, contributing ~50-53% of sales and sustaining ~10-13% YoY growth over FY23-9MFY26 despite its large base.
- Within pain management, rheumatoid arthritis (RA) therapy (~20% of pain portfolio) has evolved as a key differentiator, where IPCA holds leadership via brands such as HCQs, Sulfasalazine, and Mycophenolate Mofetil, supported by physician engagement initiatives and disease awareness programs.
- The company has deployed a large field force (~2,400 MRs in pain, including ~1,000 focused on RA) targeting orthopaedic surgeons, dentists and consulting physicians.
- DF growth is largely driven by volume and incremental market share gains, while price increases contribute modestly, allowing IPCA to maintain strong leadership in the pain management category.
- The franchise is consistently supported by a strong brand equity, particularly Zerodol and its variants, with Zerodol-SP (~INR7b) emerging as one of the highest-selling SKUs in IPM.

Exhibit 5: IPM vs IPCA pain growth YoY (%) over Feb-23 to Feb-26



Source: MOFSL, Company

Cardio-Diabetes: Emerging chronic growth engine supported by portfolio restructuring/field force expansion

- Cardiac/anti-diabetic therapies are emerging as the key growth pillar with ~17% contribution in DF sales, reflecting IPCA’s strategic shift toward chronic therapies.
- Following the restructuring of its cardiovascular business, the therapy has started outperforming market growth, supported by improved portfolio alignment and enhanced field-force focus.
- After a temporary slowdown during the restructuring phase (10% YoY in 1HFY26), the segment has regained momentum with ~16% growth in 3QFY26. Notably, management expects ~17-18% growth in 2HFY26/FY27, as the benefits are extended due to the reorganization of its Cardiology division.
- The field force has expanded significantly to ~1,500 MRs, including ~600 new additions, enabling deeper penetration among cardiologists, diabetologists, and consulting physicians.

Exhibit 6: IPM vs IPCA cardiac growth YoY (%) over Feb-23 to Feb-26

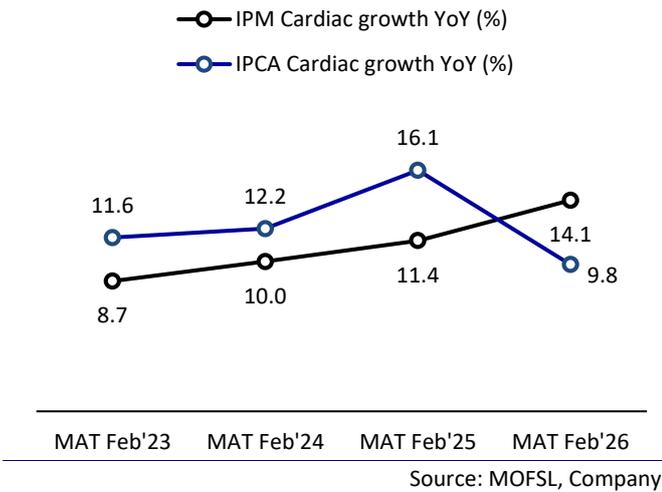
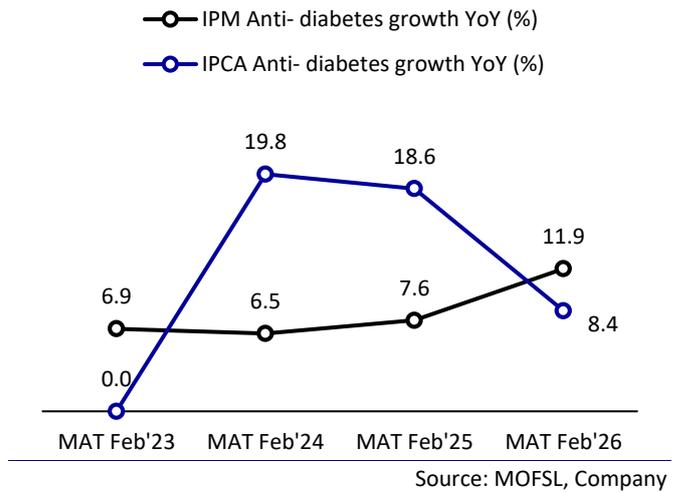


Exhibit 7: IPM vs IPCA Anti-diabetes growth YoY (%) over Feb-23 to Feb-26



Derma: Emerging chronic growth engine supported by portfolio restructuring/field force expansion

- Dermatology segment, though currently a small contributor (~6% of DF sales), is emerging as a high-growth therapy segment.
- Following a robust ~22% YoY growth in 3QFY26, management expects the segment to sustain ~17-18% YoY growth over the next 12-24 months.
- The portfolio is supported by leadership in hair-care/acne treatment segment, with brands such as UV-based sunscreen products (Acne-UV) gaining strong traction; the brand has achieved ~INR700-800m in annual sales, with category leadership.
- Currently supported by ~750 MRs across three divisions, IPCA plans to launch an additional division (adding ~120 MRs) in high-end cosmo-dermatology by 2QFY27 to capture the growing demand for premium dermatology products, driven by higher urban disposable income.
- This strategic expansion into cosmo-derma is expected to accelerate growth and improve the overall margin profile of the dermatology business.

Exhibit 8: IPM vs IPCA Derma growth YoY (%) over Feb-23 to Feb-26

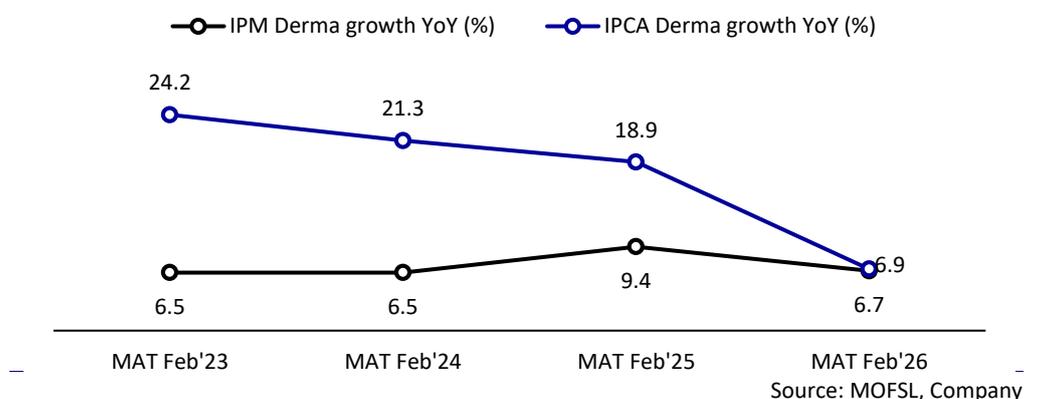
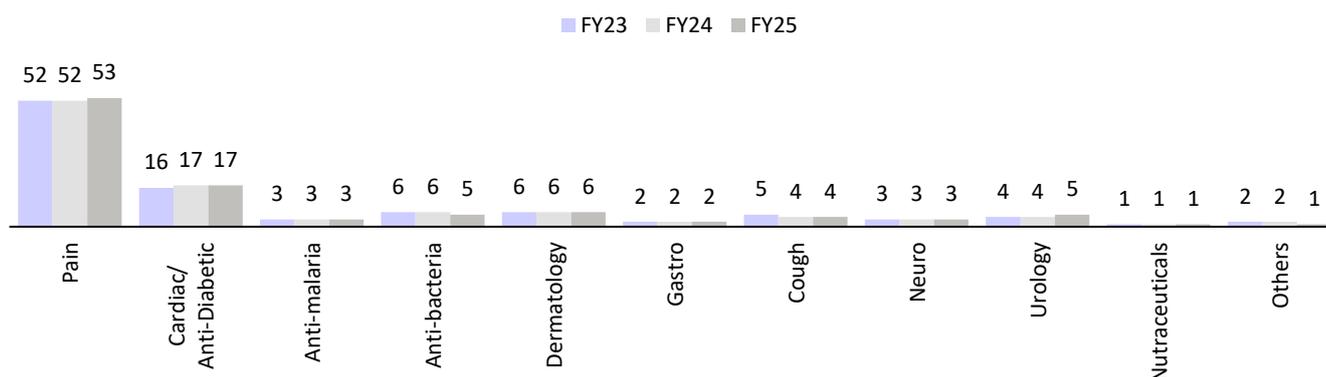


Exhibit 9: Domestic therapeutic formulations contribution over FY23-25 (%)



Source: MOFSL, Company

MRs: Field force expansion with therapy-focused deployment

- Currently, IPCA operates with ~7,000 MRs and plans to add ~400 MRs annually, enabling deeper penetration across key therapies.
- Currently, the pain franchise is supported by ~2,400 MRs (including ~1,000 focused on rheumatoid arthritis), while dermatology has ~750 MRs with planned additional hiring of ~120 MRs in the cosmo-dermatology division.
- In the recent past, IPCA strengthened its coverage via division-level expansion, including two new divisions in cardiology (~600 MR additions), with Flexicare division in pain management reinforcing its leadership among orthopaedic specialists.
- Going forward, the incremental MR additions are expected to be directed toward high-growth therapies such as dermatology/urology/CNS, while cardiology witnessed significant expansion.

Exhibit 10: Top brands' performance over MAT Feb'22 to Feb'26

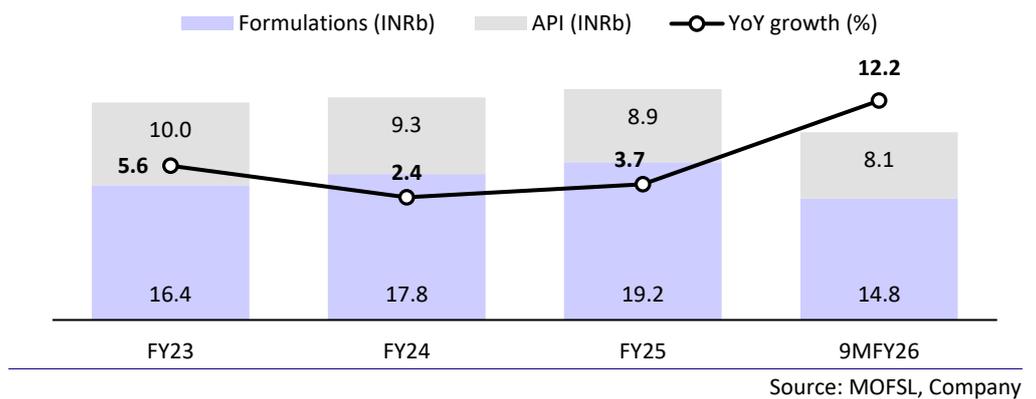
Top 10 brands	Therapy	Molecule	MAT Feb'26 (INRm)	4 Year Brand CAGR (%)	4 years Therapy CAGR (%)	4 Years molecule CAGR (%)
Zerodol-Sp	❖ Pain / Analgesics	❖ Parace+Aceclof+Serrape	6,836	17.7	8.9	15.8
Zerodol-P	❖ Pain / Analgesics	❖ Aceclofenac + Paracetamol	3,146	8.0	8.9	5.6
Hcqs	❖ Pain / Analgesics	❖ Hydroxychloroquine	2,131	7.8	8.9	7.4
Zerodol-Th	❖ Pain / Analgesics	❖ Thiocolchico + Aceclofe	1,378	11.1	8.9	8.2
Ctd-T	❖ Cardiac	❖ Chlorthalidone+Telmisartan	1,374	20.6	11.0	12.0
Ctd	❖ Cardiac	❖ Chlorthalidone	915	9.1	11.0	8.7
Tfct-Nib	❖ Pain / Analgesics	❖ Tofacitinib	902	31.9	8.9	34.8
Saaz	❖ Gastro Intestinal	❖ Sulfasalazine	835	8.8	8.9	8.1
Lactagard	❖ Anti-Infectives	❖ Cefoperazone+Sulbactam	766	14.8	4.8	10.9
Zerodol-Mr	❖ Pain / Analgesics	❖ Tizanidine + Aceclofenac	734	13.8	8.9	13.9

Source: MOFSL, Company

Exports: Formulations led by branded generics to anchor growth

- The international segment (Formulations/API) remains the key earning driver, accounting for ~42% of consolidated revenue. While the segment posted a 3% revenue CAGR over FY23-25, growth accelerated to ~12% YoY in 9MFY26.

Exhibit 11: International sales breakup (Formulations/API) over FY23 to 9MFY26



- Over FY23-25, modest growth in international sales was on account of steady formulation growth, offset by continued weakness in APIs. Notably, the trend started to improve in 9MFY26, driven by strong recovery in APIs and momentum in formulation exports.

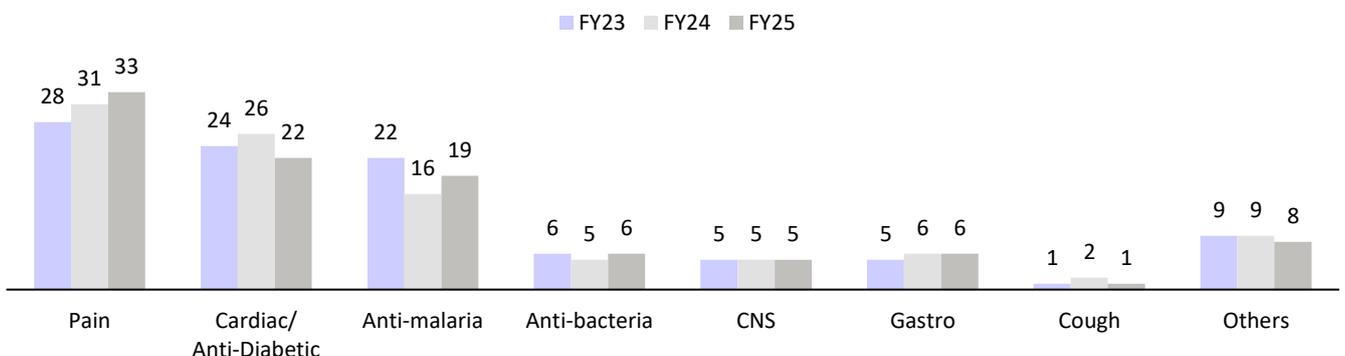
Exhibit 12: International sales over FY23 to 9MFY26

Particulars	FY23	FY24	FY25	9MFY26	2YR CAGR
Branded Formulations (INRb)	5.0	5.3	5.8	4.7	7.4
YoY growth (%)	21	4	10	14	
Generics/Institution/Tender (INRb)	11.3	12.5	13.4	10.0	8.6
YoY growth (%)	6	10	7	2	
Formulations (INRb)	16.4	17.8	19.2	14.8	8.2
YoY growth (%)	10	8	8	6	
API (INRb)	10.0	9.3	8.9	8.1	-5.8
YoY growth (%)	-1	-7	-5	26	
Total International sales (INRb)	26.4	27.1	28.1	22.8	3.1
YoY growth (%)	6	2	4	12	

Source: MOFSL, Company

- Looking ahead, the international formulations segment is expected to maintain a steady growth trajectory over the next two years, supported by the structural stability of the branded generics portfolio.

Exhibit 13: Export therapeutic formulations contribution over FY23-25



Source: MOFSL, Company

- Within the formulation segment, the branded generics portfolio, which forms the core of the international segment, is expected to deliver low-teen growth over the medium term, although currency volatility in certain emerging markets could impact the performance.
- The generics portfolio is expected to grow at a similar low-teen pace, driven by improving traction in Europe/US, alongside stable demand across smaller regulated markets. Thereby, generics will continue to expand across Europe (ex-UK), Australia and Canada, with early signs of pricing recovery in UK following prior competitive intensity. About ~35 US registrations are in place, with 5 already commercialized and 5-7 molecules expected to be commercialized over the next 12-15 months, with 5-6 filings planned annually.
- However, the API segment is likely to grow at a relatively slower pace, reflecting the gradual normalization of the business following the earlier phase of pricing correction. Overall, the international business outlook remains constructive, with formulations expected to remain the primary growth driver.
- In FY24, the growth remained subdued despite growth in generics exports, as currency depreciation in Russia/West Africa weighed on branded generics markets. Institutional generics segment was impacted by temporary disruptions such as injectable line modernization. Subsequently in FY25, formulation growth was driven by strong US traction following plant clearance; however, growth was partially offset by tender losses in South Africa, currency volatility in CIS markets, and inventory rationalization in Australia/New Zealand.
- However, the trend started to improve in 9MFY26 in branded generics, particularly across West Africa, Latin America, MEA, and East Asia, highlighting resilience in key emerging markets.

Unichem: Pipeline building/capacity utilization to drive growth

- Following the acquisition, IPCA has been focusing on operational integration with Unichem to unlock cost and efficiency synergies. However, the full benefits are expected to materialize gradually, given that several cost-optimization initiatives require regulatory approvals and process changes.
- Looking ahead, growth visibility for Unichem is expected to improve over the next 2-3 years, driven by multiple catalysts. The company plans to launch 4-5 new products in the US over the next 12-24 months, while ongoing European regulatory filings (with approval timelines of 1-2 years) should gradually expand its presence in the region. Additionally, under-utilized manufacturing capacity in Europe provides operating leverage, which could support margin expansion as volumes ramp up.
- In terms of profitability, IPCA is focusing on improving EBITDA margins to ~15% over the next 2-3 years, supported by better capacity utilization, cost optimization and incremental revenue from new registrations across the US, Europe, and ROW markets.
- Recent performance was impacted largely by a loss of market share in a few high-volume molecules in the US. Notably, commercialization of IPCA's portfolio through Unichem's distribution platform led to strong growth in 9MFY26.
- Overall, IPCA's integration strategy for Unichem is centered on improving cost efficiencies, rebuilding the product pipeline, and leveraging existing manufacturing capacity, which should gradually drive growth recovery and margin expansion over the medium term.

Exhibit 14: Unichem clocked 23% revenue CAGR over FY23-25

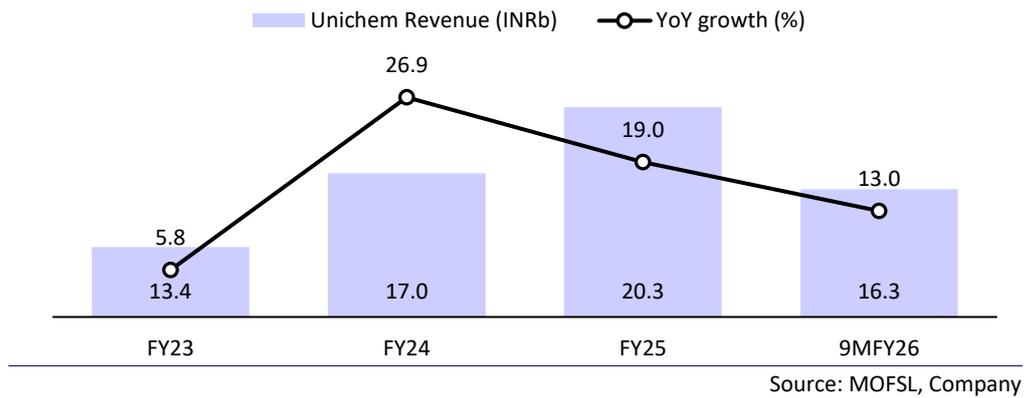


Exhibit 15: P/E chart

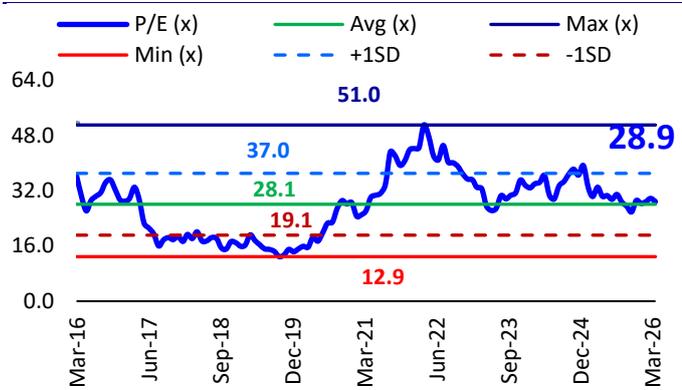
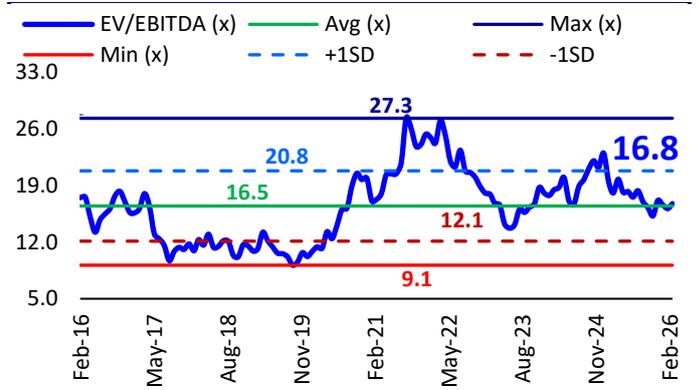


Exhibit 16: EV/EBITDA chart



Story in charts

Exhibit 17: Expect sales CAGR of 13% over FY26-28

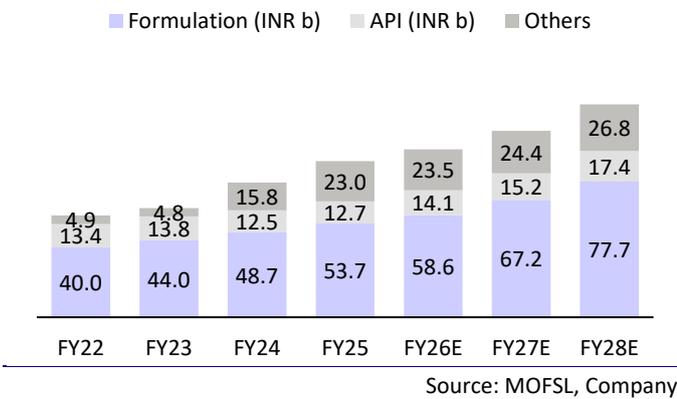


Exhibit 18: Expect 13% DF sales CAGR over FY26-28

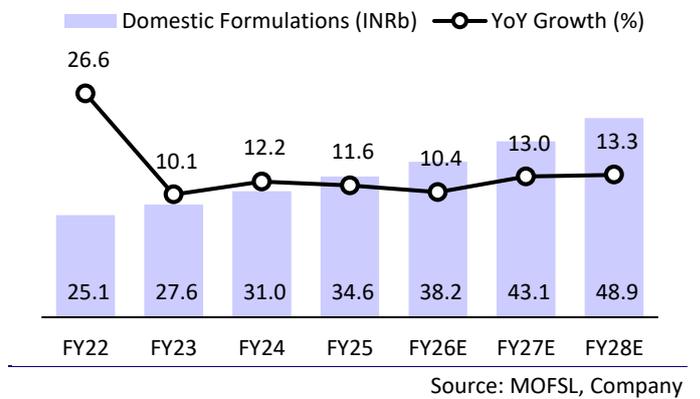


Exhibit 19: Expect margin to expand over FY26-28

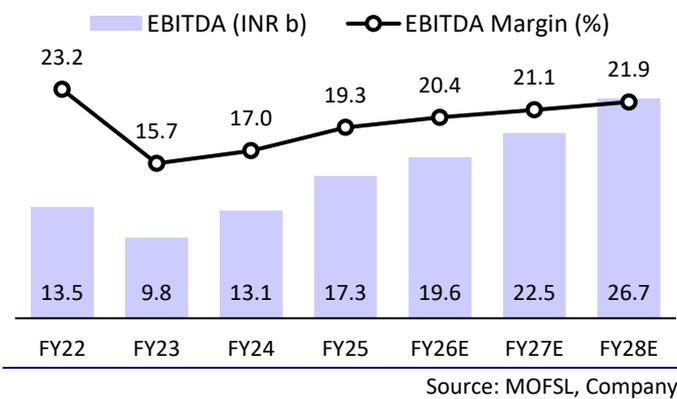
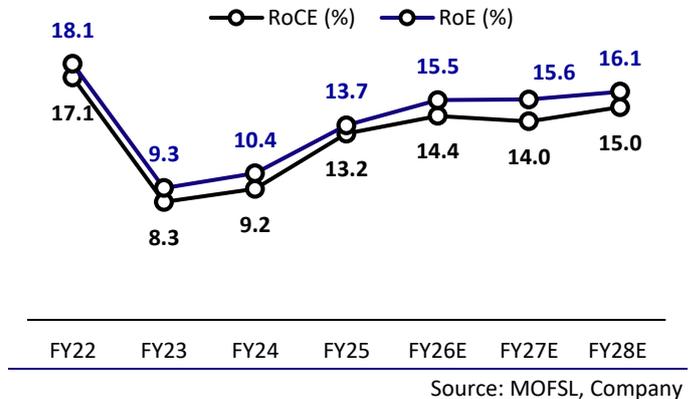


Exhibit 20: Return ratios to gradually improve over FY26-28



Financials and valuations

Income Statement

Y/E March	FY22	FY23	FY24	FY25	FY26E	FY27E	FY28E
Net Revenues	58,298	62,569	77,074	89,396	96,161	106,787	121,934
Change (%)	7.6	7.3	23.2	16.0	7.6	11.1	14.2
EBITDA	13,509	9,812	13,076	17,271	19,569	22,532	26,704
Change (%)	-12.5	-27.4	33.3	32.1	13.3	15.1	18.5
Margin (%)	23.2	15.7	17.0	19.3	20.4	21.1	21.9
Depreciation	2,324	2,616	3,572	3,978	4,118	4,325	4,523
EBIT	11,184	7,197	9,503	13,293	15,451	18,207	22,180
Int. and Finance Charges	77	455	1,383	849	728	559	530
Other Income - Rec.	666	1,151	1,075	928	1,117	1,350	1,459
PBT before EO Expense	11,773	7,892	9,195	13,372	15,840	18,998	23,109
EO Expense/(Income)	416	314	769	2,051	406	0	0
PBT after EO Expense	11,357	7,579	8,426	11,321	15,434	18,998	23,109
Tax	2,248	2,532	3,135	3,436	3,799	5,775	7,141
Tax Rate (%)	19.1	32.1	34.1	25.7	24.0	30.4	30.9
Reported PAT	9,110	5,047	5,291	7,885	11,633	13,222	15,968
Less: Minority Interest	269	-206	984	499	379	40	350
Net Profit	8,841	5,253	4,307	7,387	11,254	13,182	15,618
Adj PAT	9,218	5,275	6,304	9,127	11,533	13,182	15,618
Adj PAT growth (%)	-18.1	-42.8	19.5	44.8	26.4	14.3	18.5

Balance Sheet

Y/E March	FY22	FY23	FY24	FY25	FY26E	FY27E	FY28E
Equity Share Capital	254	254	254	254	254	254	254
Total Reserves	54,666	58,167	63,068	69,231	78,798	90,003	103,279
Net Worth	54,920	58,420	63,322	69,485	79,051	90,257	103,532
Deferred liabilities	1506	1856	3062	2781	2781	3160	3623
Total Loans	8,027	14,746	14,274	13,526	12,768	12,085	11,471
Capital Employed	65,222	75,755	94,607	100,189	108,998	119,900	133,024
Gross Block	37,647	43,601	65,195	66,306	70,306	73,306	76,806
Less: Accum. Deprn.	13,472	16,088	19,660	23,638	27,756	32,081	36,604
Net Fixed Assets	24,175	27,514	45,535	42,668	42,550	41,225	40,202
Capital WIP	3,064	1,404	3,429	6,218	6,218	6,218	6,218
Investments	9,892	6,260	8,620	9,797	9,797	9,797	9,797
Curr. Assets	39,237	51,051	53,386	58,753	66,504	81,970	98,856
Inventory	18,580	17,434	24,713	25,604	28,453	32,475	37,749
Account Receivables	9,108	9,890	16,865	18,738	20,549	23,405	27,393
Cash and Bank Balance	6,407	18,532	2,968	3,442	6,472	13,842	19,728
Loans & Advances	5,143	5,194	8,840	10,969	11,029	12,247	13,985
Curr. Liability & Prov.	11,147	10,473	16,364	17,247	16,071	19,309	22,048
Account Payables	9,704	8,923	13,050	13,592	14,227	17,262	19,710
Provisions	1,443	1,550	3,314	3,655	1,844	2,048	2,338
Net Current Assets	28,091	40,577	37,022	41,506	50,433	62,660	76,807
Appl. of Funds	65,222	75,755	94,607	100,189	108,998	119,900	133,024

E: MOFSL Estimates

Financials and valuations

Ratios

Y/E March	FY22	FY23	FY24	FY25	FY26E	FY27E	FY28E
Adj. EPS (INR)	36.3	20.8	24.9	36.0	45.5	52.0	61.6
Cash EPS	44.0	31.0	31.1	44.8	60.6	69.0	79.4
BV/Share	216.5	230.3	249.6	273.9	311.6	355.8	408.1
DPS	8.1	4.0	4.0	4.0	5.0	8.1	8.1
Payout (%)	22.2	19.4	16.2	11.2	11.1	15.5	13.1
Valuation (x)							
P/E	43.1	75.4	63.1	43.6	34.5	30.2	25.5
P/BV	7.2	6.8	6.3	5.7	5.0	4.4	3.8
EV/Sales	6.8	6.4	5.2	4.5	4.2	3.7	3.3
EV/EBITDA	29.5	40.7	30.5	23.1	20.4	17.7	14.9
Dividend Yield (%)	0.5	0.3	0.3	0.3	0.3	0.5	0.5
Return Ratios (%)							
RoE	18.1	9.3	10.4	13.7	15.5	15.6	16.1
RoCE	17.1	8.3	9.2	13.2	14.4	14.0	15.0
RoIC	21.1	10.2	9.7	12.3	14.0	14.4	16.4
Working Capital Ratios							
Fixed Asset Turnover (x)	2.6	2.4	2.1	2.0	2.3	2.5	3.0
Debtor (Days)	56	58	80	77	78	80	82
Inventory (Days)	116	102	117	105	108	111	113
Working Capital Turnover (Days)	136	129	161	155	167	167	171
Leverage Ratio (x)							
Interest Cover Ratio	145.4	15.8	6.9	15.7	21.2	32.6	41.8
Debt/Equity	0.0	-0.1	0.2	0.1	0.1	0.0	-0.1

Cash Flow Statement

Y/E March	FY22	FY23	FY24	FY25	FY26E	FY27E	FY28E
Oper. Profit/(Loss) before Tax	13,509	9,812	13,076	17,271	19,569	22,532	26,704
Interest/Dividends Recd.	666	1,151	1,075	928	1,117	1,350	1,459
Direct Taxes Paid	-2,058	-2,181	-1,928	-3,718	-3,799	-5,395	-6,679
(Inc)/Dec in WC	-2,652	-361	-12,009	-4,010	-5,896	-4,858	-8,261
CF from Operations	9,464	8,421	213	10,471	10,990	13,629	13,223
Others							
EO Expense / (Income)	416	314	769	2,051	406	0	0
CF from Oper. incl EO Exp.	9,048	8,107	-556	8,421	10,584	13,629	13,223
(inc)/dec in FA	-6,491	-4,294	-23,618	-3,900	-4,000	-3,000	-3,500
Free Cash Flow	2,557	3,813	-24,174	4,521	6,584	10,629	9,723
(Pur)/Sale of Investments	-5,181	3,632	-2,360	-1,177	0	0	0
Others	0	0	0	0	0	0	0
CF from Investments	-11,672	-662	-25,979	-5,077	-4,000	-3,000	-3,500
Issue of shares	0	0	0	0	0	0	0
(Inc)/Dec in Debt	6,663	6,683	12,743	-298	-758	-683	-614
Interest Paid	-77	-455	-1,383	-849	-728	-559	-530
Dividend Paid	-2,030	-1,015	-1,015	-1,015	-1,269	-2,030	-2,030
Others	306	-532	719	-831	1,139	1,478	1,168
CF from Fin. Activity	4,863	4,681	11,065	-2,993	-1,616	-1,793	-2,006
Inc/Dec of Cash	2,238	12,126	-15,470	351	4,968	8,835	7,717
Add: Beginning Balance	4,795	7,033	19,159	2,969	3,442	6,472	13,842
Forex/ Business acquisition	0	0	0	0	0	0	0
Closing Balance	7,033	19,159	3,690	3,319	8,410	15,308	21,559
Bank balances / Mutual fund (gain)/ loss	-627	-627	-721	123	1,938	1,466	1,831
Closing Balance	6,407	18,533	2,969	3,442	6,472	13,842	19,728

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