

Healthcare



USFDA regulatory risk remains unabated

Ease of travelling intensifying the pace of inspections

- In this note, we have analyzed the developments on the USFDA inspection front at the global level and in India in particular.
- The pace of USFDA inspections is already increasing in the US (50% of its pre-COVID five-year average in the 11-months ending Aug'22 v/s 31% of its pre-COVID five-year average for the 12-months ending Sep'21). We expect the number of USFDA inspections to improve gradually in geographies other than the US as well.
- In fact, India had 38 USFDA inspections over the past 12-months, with 18 sites awaiting citation from the USFDA.
- Regulatory compliance from the USFDA continues to pose a risk to Indian Pharma companies having an exposure to US Generics, with 60 official action indicated (OAI) citations yet to be resolved.
- Considering: a) the ongoing price erosion in the base portfolio, and b) existing regulatory constraints affecting product approvals, we continue to prefer companies with a CDMO-based business model and consistent compliance. We remain positive on GLAND (given its niche injectable portfolio, sound regulatory track record, superior return ratios, and surplus cash for inorganic opportunities) and LAURUS (superior execution, capex for CDMO projects, and diversification towards Non-ARV Formulations).

USFDA inspections have been on an upward trend over the past one-year

- While ANDA reviews improved despite the COVID-19 pandemic, inspections by the USFDA have taken a back seat in the 12-months ending Sep'21. The number of inspections touched a record low of ~2,600 globally and ~2,460 in the US.
- However, there has been a sharp pick-up in inspection activity over the past 12-months in the US (5,382), with 70 sites receiving OAI citations.

USFDA inspections in geographies other than the US gradually revive

- While the US has a dominant share (84%) in total USFDA inspections till date, inspections in countries other than the US have increased considerably over 2014-19 at an annual average of 1,780.
- Within geographies other than the US, China saw a decreasing trend in USFDA inspections (to 265 in the 12-months ending Sep'19 from 442 in the 12-months ending Sep'15), while India saw a rising trend on an annual basis (to 336 in 12-months ending Sep'19 from 213 in the 12-months ending Sep'15). This implies strong product filings from India sites.
- From a low of 120 in the 12-months ending Sep'21, USFDA inspections touched 172 in the 11-months ending Aug'22.

Many OAI citations to India sites over the past three-years stay unresolved

- India witnessed 38 USFDA inspections over past 12-months. Of these, four sites have received OAI citations. Around 18 inspections are awaiting citation from the USFDA.
- Indian sites have received 60 OAI citations over Sep'19-Sep'22. Of these, 50 are yet to be re-inspected.

Tushar Manudhane - Research Analyst (Tushar.Manudhane@MotilalOswal.com)

Research Analyst: Gaurang Sakare (Gaurang.Sakare@MotilalOswal.com) | Sumit Gupta (Sumit.Gupta@MotilalOswal.com)

Regulatory risk remains elevated for India Pharma companies

- The increasing number of OAI citations during the pre-COVID phase, delay in USFDA inspections after the implementation of remediation measures, and evolving requirements of compliance from the USFDA has raised the regulatory risks for Indian Pharma companies.
- The prolonged period with OAI citations has delayed product approval from the respective sites.
- While companies have worked on alternate site filings for critical products, it continues to affect overall return on assets due to lower utilization of sites under OAI.
- Considering this situation and ongoing price erosion in the base portfolio, we continue to like companies with a CDMO-based business model and a consistent compliance track record.
- We remain positive on GLAND and LAURUS from a USFDA regulatory standpoint.

GLAND - On a revival path

- Given its product pipeline in Complex Injectables, consistent compliance track record, Biologics-led additional growth levers, and surplus cash to deploy for any inorganic opportunity, GLAND's business model remains intact for better growth prospects over the next three years.
- The company has faced 17 USFDA inspections till date at its three sites without any adverse citations.
- It is in the process of resolving supply constraints for certain raw materials.
- We expect 11% earnings CAGR over FY22-24. We value the stock at 33x 12-months forward P/E to arrive at our TP of INR3,000.

LAURUS - Expansion-led growth

- We expect 34% earnings CAGR over FY22-24, led by 73%/13%/12% sales CAGR in the Synthesis/API/FDF segment and a margin expansion of ~160bp.
- The company has faced nine successful USFDA inspections till date, providing confidence to regulatory agencies in other geographies as well.
- LAURUS is well-placed to sustain the pace of earnings growth through: a) building of capabilities as well as capacities, b) new customer additions as well as increased business from existing customers in the CDMO segment, and c) product pipeline in the Non-ARV business as well as the Bio-division. We value the stock at 23x 12-month forward earnings to arrive at our TP of INR680.

Please Note: The year mentioned in the note is US fiscal year for the 12-months ending September. For example, 2022 begins on 1st of Oct'21 and ends on 30th Sep'22.

MOTILAL OSWAL

Inspections by the USFDA in geographies, excluding the US, slowly gathers pace

- With the easing of COVID-led restrictions, regulatory inspection activity started improving at the global level.
- USFDA inspections in geographies other than the US remain at a much lower rate as compared to pre-COVID levels.
- Given the backlog of inspections and limited resources, there is a prioritization of inspections by the USFDA, thereby affecting the business scope from respective sites.
- Regulatory risks have been on a rising trend in India on the back of: a) higher number of USFDA inspections, b) evolving compliance requirements, and c) specific compliance guidelines for approval of complex products.

USFDA inspections in the US grew at a much higher rate v/s countries other than the US

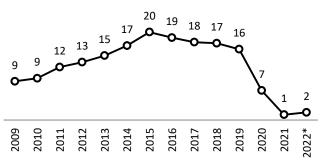
- From an annual average of ~9,500 over 2014-19 (12M ending September), the number of inspections fell to ~4,150 in 2020 and touched a record low of ~2,600 in 2021, largely due to COVID-related restrictions.
- While inspections in the US grew 63% YoY in 2022 (11-months ending Aug'22) over the 12-months ending Sep'21, inspections, excluding the US, remain suboptimal at 172.

Exhibit 2: Inspections in nations, excluding the US, picking up gradually

Exhibit 1: Inspections in the US picks up sharply



Ex-US Inspections (in '00s)



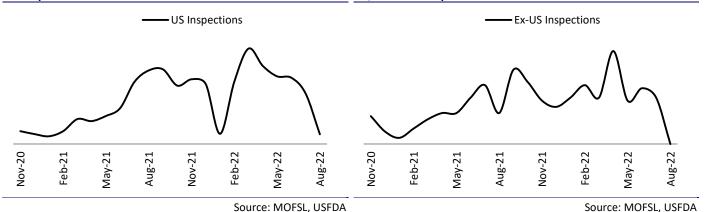
Note: US fiscal years (1 Oct-30 Sept), *YTD Source: MOFSL, USFDA

Note: US fiscal years (1 Oct-30 Sept) , *YTD Source: MOFSL, USFDA

- Prior to the COVID-19 pandemic, USFDA inspections occurred at an average of ~8,300 per year in the US and ~1,500 in countries, excluding the US.
- Average monthly inspection 2022 till date has been 400 in the US and just 18 in geographies, excluding the US, given the staggered upsurge in COVID cases.

Exhibit 3: Average monthly inspections in the US stand at 375 Exhibit 4: Average monthly inspections globally, excluding the in the past 12-months

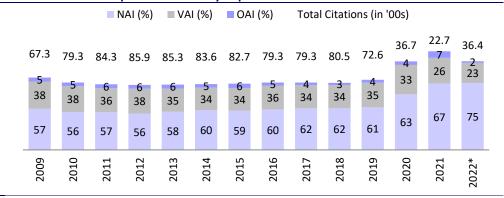
US, at 16 in the past 12-months



Better industry compliance reduces the share of OAI classification

- The trend in inspection classifications has been slightly divergent, with classifications tending more towards no action indicated (NAI) and voluntary action indicated (VAI) after the COVID pandemic, with OAI classifications falling, despite an uptrend in the number of inspections.
- In 2019 (prior to the COVID pandemic), the share of NAI/VAI classification had improved was 96% of total classification.
- This implies that the regulatory hurdle has reduced for product approvals.
- While the number of inspections reduced in the 11-months ending Aug'22, the share of NAI/VAI classification has improved to 98%. On an absolute basis, 65 inspections were classified as OAI by USFDA in the 11-months ending Aug'22.

Exhibit 5: Overall compliance constantly improves over the last 14 fiscals



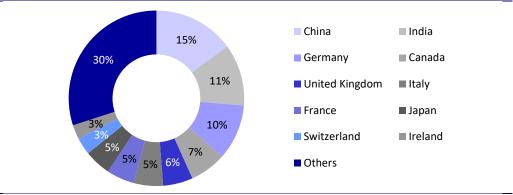
Note: US fiscal years (1 Oct-30 Sept), *YTD Source: MOFSL, Company

China and India had the maximum share in USFDA inspections outside the US

Since 2009, the USFDA has conducted a total of ~6,850 inspections in China, India, and Germany, constituting 36% share of total inspections outside the US.

9 September 2022 4

Exhibit 6: China and India have the highest number of inspections, excluding the US



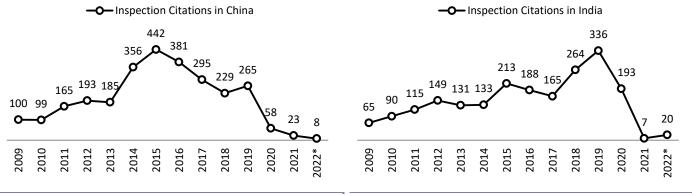
Source: MOFSL, Companies

■ The other leading countries have been Canada, the UK, and Italy with more than 1,000 USFDA inspections till date.

Chinese sites witnessed a lesser number of USFDA inspections even prior to the COVID-19 pandemic

Annual USFDA inspection in China peaked in the 12-months ending Sep'15 and has been on a downtrend since then.

Exhibit 7: Chinese inspections on a downtrend since 2015... Exhibit 8: ...while inspections were on uptrend in India



Note: US fiscal years (1 Oct-30 Sept), *YTD Source: MOFSL, USFDA

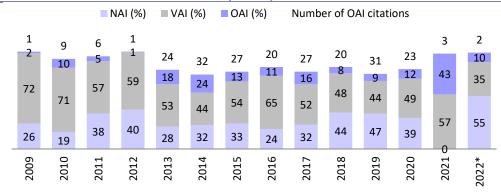
Note: US fiscal years (1 Oct-30 Sept) , *YTD Source: MOFSL, USFDA

- Annual USFDA inspections have been on an uptrend in India since 2009.
- The fluctuating restrictions on account of the COVID-19 pandemic have led to just eight citations in China for the 11-months ending Aug'22.
- India had a greater number of citations (20) for the 11-months ending Aug'22.

OAI citation at elevated levels for Indian sites

 Given the increased pace of USFDA inspections in India, there have been a higher number of OAI classifications at sites since Sep'15 on an absolute basis.

Exhibit 9: 60 OAI citations in India over Sep'19-Sep'22



Note: US fiscal years (1 Oct-30 Sept), *Oct'21-Aug'22: MOFSL, USFDA

- The high number of OAI citations has reduced the scope of the approvals and affected the return on investment from the respective sites. In the 12-months ending Aug'22, four Indian sites have received OAI classification.
- Given the considerable backlog of inspections globally, our channel checks indicate there has been a prioritization of inspections at sites, which have products: a) under limited competition, b) under shortage, and/or c) with possibilities of impurities causing adverse health effects.
- A few facilities have had repeat visits by USFDA such as SUNP's Halol plant, which is under OAI, and JUBLPHAR's Roorkee facility, which is under import alert. Interestingly, ALPM's Injectables facility at F-3 Karkhadi has been inspected twice by the USFDA in the last 12 months.

Reasonable number of USFDA inspections in India over the past three-months

India has seen an upsurge in inspections (at 18 facilities) from the USFDA in Jun-Aug'22. All inspections are pending classification.

Exhibit 10: Four OAI citations over the past 12-months

Company	Site address	Business operations	Inspection classification	Date of inspection	
Aurobindo Pharma	Polepally, India	Formulations	VAI	May'22	
Zydus Lifesciences	Vadodara, India	Formulations	VAI	Mar'22	
Strides Pharma	Chestnut Ridge, USA	Formulations	VAI	Feb'22	
Jubilant HollisterStier	Spokane, USA	Analysis; Formulations	VAI	Aug'21	
Jubilant Draximage	Kirkland, Canada	Analysis; Formulations	VAI	Jun'22	
Granules Pharma	Chantilly, USA	Analysis; Formulations	VAI	Jul'22	
Lupin	Somerset, USA	Formulations	VAI	Mar'22	
Lupin	Vasco Da Gama, India	Formulations	VAI	Sep'21	
Aurobindo Pharma	Dayton, USA	Analysis; Formulations	OAI	Dec'21	
Aurobindo Pharma	Doultabad, India	API	OAI	Aug'21	
Sun Pharma.	Halol, India	Formulations	OAI	May'22	
Glenmark	Goa, India	Formulations	OAI	Aug'22	
Jubilant Pharmova	Roorkee. India	Formulations	Import Alert	Jul'21	

Source: MOFSL, USFDA

MOTILAL OSWAL

Exhibit 11: Inspection snapshot in India over Oct'21-Aug'22

Company	Site address	Business operations	Inspection outcome	Date of inspection
Dr. Reddy's Labs.	Duwada, India	Formulations	Eight observations	Oct'21
Alembic Pharma	F-3 Karkhadi, India	Formulations	10 observations	Nov'21
Lupin	Tarapur, India	API	Four observations	Mar'22
Glenmark	Aurangabad, India	Formulations	One observation	Jun'22
Glenmark	Baddi, India	Formulations	Six observations	Jun'22
Alkem Labs.	Indore, India	Analysis; Formulations	Three observations	Jul'22
Biocon	Pashamylaram, India	API	Three observations	Jul'22
Dr. Reddy's Labs.	Srikakulam, India	Formulations	Two observations	Jul'22
Granules	Chantilly, USA	Analysis; Formulations	Six observations	Jul'22
Jubilant Pharmova	Roorkee, India	Formulations	Six observations	Jul'22
Alembic Pharma	F-3 Karkhadi, India	Formulations	Two observations	Aug'22
Aurobindo Pharma	Srikakulam, India	API	Three observations	Aug'22
Biocon	Bengaluru, India	Formulations	11 observations	Aug'22
Biocon	Bengaluru, India	API	11 observations	Aug'22
Biocon	Malaysia	Formulations	Six observations	Aug'22
Zydus Lifesciences	Moraiya, India	Formulations	Four observations	Aug'22
Cipla	Goa, India	Analysis; Formulations	Six observations	Aug'22
Cipla	Indore, India	Analysis; Formulations	Two observations	Aug'22
Gland Pharma	Hyderabad, India	Devices	One observation	Aug'22
Sun Pharma	Mohali, India	Formulations	Six observations	Aug'22

Source: MOFSL, USFDA

MOTILAL OSWAL



Financials & Valuations (INR b)

Y/E MARCH	FY22	FY23E	FY24E
Sales	44.0	43.2	53.7
EBITDA	15.1	14.6	18.4
Adj. PAT	12.1	11.9	15.0
EBIT Margin (%)	31.8	30.7	31.8
Adj. EPS (INR)	73.7	72.3	91.1
EPS Gr. (%)	21.5	-2.0	26.0
BV/Sh. (INR)	435.6	507.9	599.0
Ratios			
Net D:E	-0.5	-0.5	-0.5
RoE (%)	18.6	15.3	16.5
RoCE (%)	18.6	15.4	16.5
Payout (%)	0.0	0.0	0.0
Valuations			
P/E (x)	32.4	33.0	26.2
EV/EBITDA (x)	23.9	24.0	18.5
Div. Yield (%)	0.0	0.0	0.0
FCF Yield (%)	0.7	1.9	1.5
EV/Sales (x)	8.2	8.1	6.4

Gland Pharma – On a revival path

Work-in-progress towards adding a Complex Product pipeline

- GLAND is investing in new manufacturing lines on technologies (microspheres and combi-vials) to support its complex Product pipeline for the US.
- GLAND has sound track record with 17 successful inspections till date.
- Based on its launch momentum, filing pace, upside from recently launched products in the US, and easing syringe shortage, we expect 13% sales CAGR in its core market over FY22–24.

Biologics CDMO and new geographies to provide additional tailwinds

- GLAND has had four customer visits to its Biologics CDMO site. The management expects commercial revenue to accrue from 4QFY23.
- It is expected to commence business operations in China, with product approvals expected in 3Q or 4QFY23. The management has also finalized its next set of product filings for China, with an addressable market size of USD1b. Apart from China, GLAND is also expanding penetration in RoW markets (such as South Africa and Kazakhstan).

Earnings CAGR of 11%, led by a complex pipeline and geographical expansion

- We expect 11% earnings CAGR over FY22-24, led by 13% sales CAGR in its core markets. We value the stock at 33x 12-months forward P/E to arrive at our TP of INR3,000. GLAND is in the process of addressing supply constraints, which should revive its performance over the near-to-medium term.
- Given its product pipeline in Complex Injectables, consistent compliance track record, Biologics-led additional growth levers, and surplus cash to deploy for any inorganic opportunity, GLAND's business model remains intact for better growth prospects over the next three years. We maintain our Buy rating.

Exhibit 12: Regulatory compliance for GLAND

Site address	Business operations	Inspection classification	Date of inspection
Pashamylaram, Hyderabad	Analysis; Formulations	VAI	Nov'19
Oncology facility, SEZ Visakhapatnam	Analysis; Formulations	VAI	Nov'19
Dundigal, Hyderabad	Analysis; API; Formulations	VAI	May'19
Oncology facility, SEZ Visakhapatnam	Analysis; Formulations	NAI	Jun'18
Oncology Facility, SEZ Visakhapatnam	Analysis; API	NAI	May'18
Parawada, Visakhapatnam	Analysis; API	VAI	Apr'18
Pashamylaram, Hyderabad	Formulations	VAI	Feb'18
Oncology facility, SEZ Visakhapatnam	Analysis; Formulations	NAI	Mar'17
Dundigal, Hyderabad	Analysis; API; Formulations	VAI	Feb'17
Parawada, Visakhapatnam	Analysis; API	NAI	Oct'15
Pashamylaram, Hyderabad	Analysis; Formulations	VAI	Sep'15
Oncology facility, SEZ Visakhapatnam	Analysis; Formulations	VAI	Jun'15
Oncology facility, SEZ Visakhapatnam	Analysis; API	NAI	Jun'15
Dundigal, Hyderabad	Analysis; API; Formulations	VAI	Mar'15
Oncology facility, SEZ Visakhapatnam	Analysis; Formulations	VAI	Aug'13
Dundigal, Hyderabad	Analysis; API; Formulations	VAI	Sep'12
Dundigal, Hyderabad	Analysis; API; Formulations	NAI	Jan'11

Source: MOFSL, USFDA



Financials & Valuations (INR b)

Y/E MARCH	FY22	FY23E	FY24E
Sales	49.4	67.4	79.3
EBITDA	14.2	19.7	24.1
Adj. PAT	8.3	11.4	14.8
EBIT Margin (%)	23.7	24.7	26.1
Adj. EPS (INR)	15.5	21.3	27.6
EPS Gr. (%)	-15.4	37.6	29.6
BV/Sh. (INR)	62.5	80.5	103.8
Ratios			
Net D:E	0.5	0.3	0.2
RoE (%)	27.9	29.8	30.0
RoCE (%)	20.1	22.5	24.6
Payout (%)	15.6	15.6	15.6
Valuations			
P/E (x)	35.9	26.1	20.1
EV/EBITDA (x)	22.2	15.9	12.8
Div. Yield (%)	0.4	0.5	0.6
FCF Yield (%)	0.1	1.7	2.9
EV/Sales (x)	6.4	4.6	3.9

Laurus Labs – Expansion-led growth

Capital investment provides confidence of a strong business outlook in the CDMO segment

- LAURUS was so far manufacturing CDMO products from its existing FDF/API facilities. Given the increasing demand for the business, it is implementing a capex of INR10b for the Synthesis-CDMO division.
- The company has garnered 9x sales to INR9b over FY17-22. We expect 73% sales CAGR in the CDMO segment over FY22-24, led by: 1) new client additions, 2) multi-year deals, and 3) traction in the Nutraceutical and Cosmeceutical area.
- The consistent compliance (9 successful USFDA inspections till date), increased capacity and superior execution provide confidence for better growth prospects.
- The management ramping up its 180kl new capacity with its existing large CDMO partners in the Bio-division. It is exploring land parcels for the creation of a new 1m liters Fermentation capacity. We expect Laurus Bio to be a key driver for the company from FY24.

ARV – Price erosion remains the key headwind

- The ARV business has grown to INR27b from INR12b, comprising only APIs (17% CAGR), over FY17-22, led by robust execution and strong backward integration.
- The ARV business faced headwinds on account of the price erosion and channel inventory rationalization. Accordingly, we expect sales for LAURUS to be stable at INR28b over FY22-24 as the price decline would be offset by volume growth.

Enhanced capacity to drive growth in Formulations over FY22-24

- LAURUS has recently commissioned its Formulations' facility, which has a capacity of 5b tablets per annum. This facility would be utilized for Non-ARVs..
- Considering the product pipeline and orders from customers, we expect overall Formulation sales of 13% CAGR over FY22-24.

Expect 34% EPS CAGR over FY22-24

- We expect 34% earnings CAGR over FY22-24, led by 73%/13%/12% sales CAGR in the Synthesis/API/FDF segment and a margin expansion of ~160bp. We value LAURUS at 23x 12-month forward earnings to arrive at our TP of INR680.
- The company is well-placed to sustain the pace of earnings growth through: a) building of capabilities as well as capacities, b) new customer additions as well as increased business from existing customers in the CDMO segment, and c) the Non-ARV business as well as the Bio-division. The funding requirement for capital investment, which will be largely met from internal accruals, provides comfort on Balance Sheet health. We reiterate our Buy rating.

Exhibit 13: Regulatory compliance for LAURUS

Site address	Business operations	Inspection classification	Date of inspection
VSP-4, Visakhapatnam	Analysis; API	NAI	Jul'19
VSP-1/VSP-3, Visakhapatnam	Analysis; API	VAI	Jun'19
VSP-1/VSP-3, Visakhapatnam	Analysis; API	VAI	Aug'17
VSP-2, Visakhapatnam	Analysis; API; Formulations	NAI	May'17
HYD-1, Genome Valley	Analysis; API	NAI	Jun'16
VSP-1/VSP-3, Visakhapatnam	Analysis; API	NAI	Apr'15
HYD-1, Genome Valley	Analysis; API	VAI	Apr'14
VSP-1/VSP-3, Visakhapatnam	Analysis; API	VAI	Nov'12
VSP-1/VSP-3, Visakhapatnam	Analysis; API	NAI	Oct'09

Source: MOFSL, USFDA

Exhibit 14: Valuation of Healthcare companies

	TD	M-cap	E	PS (INF	₹)	EPS	growth	ı (%)		P/E (x)		EV/	'EBITD	A (x)		RoE (%)
Company	TP	(USD b)	FY22	FY23E	FY24E	FY22	FY23E	FY24E	FY22	FY23E	FY24E	FY22	FY23E	FY24E	FY22	FY23E	FY24E
Ajanta Pharma	1,500	2.3	53.7	57.1	67.5	5.8	6.4	18.1	26.0	24.4	20.7	19.6	18.7	16.3	22.1	20.8	20.9
Alembic Pharma	590	1.5	35.0	19.4	30.6	-41.5	-44.8	58.1	18.1	32.9	20.8	12.6	17.7	12.2	13.9	7.0	10.8
Alkem Lab.	3,240	4.8	138.1	106.1	148.6	2.6	-23.2	40.0	23.2	30.2	21.5	19.7	24.4	18.8	20.6	13.9	17.3
Apollo Hospitals	5,110	7.7	68.1	62.1	88.9	1024.9	-8.8	43.2	65.5	71.9	50.2	28.5	28.0	22.1	19.1	14.6	17.7
Aurobindo Pharma	690	4.0	44.0	42.8	51.6	-18.5	-2.7	20.5	12.3	12.7	10.5	6.6	7.1	5.8	11.1	9.8	10.7
Biocon	320	4.5	7.4	8.7	15.4	45.2	18.8	76.3	41.1	34.6	19.6	19.0	17.8	11.6	11.0	8.3	10.7
Cipla	950	10.7	35.3	39.5	46.5	18.0	11.8	17.7	29.9	26.8	22.8	17.8	15.8	13.2	14.5	13.7	14.1
Divi's Lab.	4,340	11.9	110.4	107.2	128.8	46.1	-2.9	20.1	32.6	33.6	28.0	23.7	24.5	20.3	27.9	22.4	22.9
Dr. Reddy's Labs.	5,000	8.9	175.9	219.9	234.7	22.5	25.0	6.7	24.2	19.4	18.1	15.3	12.7	10.6	16.0	17.5	16.0
Eris Lifesciences	850	1.2	29.5	30.4	39.7	14.3	2.9	30.8	23.8	23.1	17.7	19.0	16.8	13.3	23.3	20.2	22.3
Gland Pharma	3,000	5.0	73.7	72.3	91.1	21.5	-2.0	26.0	32.4	33.0	26.2	24.4	24.6	19.0	18.6	15.3	16.5
Glaxosmit. Pharma	1,580	3.1	33.9	35.7	40.3	24.9	5.4	13.1	42.2	40.0	35.4	28.1	26.8	23.2	21.6	21.0	21.6
Glenmark Pharma.	420	1.4	34.6	38.1	43.0	-1.2	10.2	13.0	11.3	10.2	9.0	6.0	5.2	4.3	12.1	11.2	11.4
Granules India	370	0.9	16.1	22.3	26.5	-27.6	37.9	19.0	19.2	13.9	11.7	10.9	8.3	7.2	16.8	19.4	19.2
Ipca Labs.	1,170	2.8	36.3	32.1	43.0	-18.1	-11.8	34.1	24.0	27.2	20.3	16.4	16.9	12.8	18.1	13.9	16.4
Jubilant Pharmova	340	0.7	26.6	19.5	26.9	-50.9	-26.8	38.4	12.3	16.7	12.1	5.4	6.5	5.3	8.2	5.6	7.3
Laurus Labs	680	3.8	15.5	21.3	27.6	-15.4	37.6	29.6	35.8	26.1	20.1	22.1	15.9	12.7	27.9	29.8	30.0
Lupin	610	3.8	19.1	12.0	23.1	-26.3	-37.3	92.1	34.9	55.6	29.0	16.7	19.4	13.4	6.7	4.4	8.0
Solara Active Pharma	450	0.2	-15.2	-9.5	13.0	PL	Loss	LP	NM	NM	34.4	32.5	21.6	11.5	-3.5	-2.3	3.1
Strides Pharma	380	0.4	-41.6	-7.8	18.0	PL	Loss	LP	NM	NM	18.4	NM	8.1	5.6	-14.5	-2.7	5.6
Sun Pharma. Inds.	1,100	27.0	31.3	34.4	40.6	24.9	9.9	18.0	28.4	25.9	21.9	20.8	18.3	15.1	15.9	15.9	16.2
Torrent Pharma.	1,510	6.4	34.3	43.2	55.3	-8.4	25.8	28.0	44.3	35.2	27.5	22.5	18.4	14.8	19.7	21.9	23.5
Zydus Lifesciences	380	4.8	21.6	21.7	22.2	8.9	0.4	2.6	17.4	17.3	16.8	10.9	10.5	9.4	14.7	12.3	11.4

Source: MOFSL, Companies

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					

*In case the recommendation given by the Research Analyst is inconsistent with the investment rating legend for a continuous period of 30 days, the Research Analyst shall be within following 30 days take appropriate measures to make the recommendation consistent with the investment rating legend.

The following Disclosures are being made in compliance with the SEBI Research Analyst Regulations 2014 (herein after referred to as the Regulations).

Motilal Oswal Financial Services Ltd. (MOFSL) is a SEBI Registered Research Analyst having registration no. INH000000412. MOFSL, the Research Entity (RE) as defined in the Regulations, is engaged in the business of providing Stock broking services, Depository participant services & distribution of various financial products. MOFSL is a listed public company, the details in respect of which are available on www.motilaloswal.com. MOFSL (erstwhile Motilal Oswal Securities Limited - MOSL) is registered with the Securities & Exchange Board of India (SEBI) and is a registered Trading Member with National Stock Exchange of India Ltd. (NSE) and Bombay Stock Exchange Limited (BSE), Multi Commodity Exchange of India Limited (MCX) and National Commodity & Derivatives Exchange Limited (NCDEX) for its stock broking activities & is Depository participant with Central Depository Services Limited (CDSL) National Securities Depository Limited (NSDL), NERL, COMRIS and CCRL and is member of Association of Mutual Funds of India (AMFI) for distribution of financial products and Insurance Regulatory & Development Authority of India (IRDA) as Corporate Agent for insurance products. Details of associate entities of Motilal Oswal Financial Services Limited are available on the website at

http://onlinereports.motilaloswal.com/Dormant/documents/List%20of%20Associate%20companies.pdf

MOFSL and its associate company(ies), their directors and Research Analyst and their relatives may; (a) from time to time, have a long or short position in, act as principal in, and buy or sell the securities or derivatives thereof of companies mentioned herein. (b) be engaged in any other transaction involving such securities and earn brokerage or other compensation or act as a market maker in the financial instruments of the company(ies) discussed herein or act as an advisor or lender/borrower to such company(ies) or may have any other potential conflict of interests with respect to any recommendation and other related information and opinions.; however the same shall have no bearing whatsoever on the specific recommendations made by the analyst(s), as the recommendations made by the analyst(s) are completely independent of the views of the associates of MOFSL even though there might exist an inherent conflict of interest in some of the stocks mentioned in the research report.

MOFSL and / or its affiliates do and seek to do business including investment banking with companies covered in its research reports. As a result, the recipients of this report should be aware that MOFSL may have a potential conflict of interest that may affect the objectivity of this report. Compensation of Research Analysts is not based on any specific merchant banking, investment banking or brokerage service transactions. Details of pending Enquiry Proceedings of Motilal Oswal Financial Services Limited are available on the //galaxy.motilaloswal.com/ResearchAnalyst/PublishViewLitigation.aspx

A graph of daily closing prices of securities is available at www.nseindia.com, <a href="www.nseindia.co research and Technical Research. Proprietary trading desk of MOFSL or its associates maintains arm's length distance with Research Team as all the activities are segregated from MOFSL research activity and therefore it can have an independent view with regards to Subject Company for which Research Team have expressed their views.

Regional Disclosures (outside India)

This report is not directed or intended for distribution to or use by any person or entity resident in a state, country or any jurisdiction, where such distribution, publication, availability or use would be contrary to law, regulation or which would subject MOFSL & its group companies to registration or licensing requirements within such jurisdictions.

For Hong Kong:

This report is distributed in Hong Kong by Motilal Oswal capital Markets (Hong Kong) Private Limited, a licensed corporation (CE AYY-301) licensed and regulated by the Hong Kong Securities and Futures Commission (SFC) pursuant to the Securities and Futures Ordinance (Chapter 571 of the Laws of Hong Kong) "SFO". As per SEBI (Research Analyst Regulations) 2014 Motilal Oswal Securities (SEBI Reg. No. INH000000412) has an agreement with Motilal Oswal capital Markets (Hong Kong) Private Limited for distribution of research report in Hong Kong. This report is intended for distribution only to "Professional Investors" as defined in Part I of Schedule 1 to SFO. Any investment or investment activity to which this document relates is only available to professional investor and will be engaged only with professional investors." Nothing here is an offer or solicitation of these securities, products and services in any jurisdiction where their offer or sale is not qualified or exempt from registration. The Indian Analyst(s) who compile this report is/are not located in Hong Kong & are not conducting Research Analysis in Hong Kong.

For U.S.

Motilal Oswal Financial Services Limited (MOFSL) is not a registered broker - dealer under the U.S. Securities Exchange Act of 1934, as amended (the "1934 act") and under applicable state laws in the United States. In addition MOFSL is not a registered investment adviser under the U.S. Investment Advisers Act of 1940, as amended (the "Advisers Act" and together with the 1934 Act, the "Acts), and under applicable state laws in the United States. Accordingly, in the absence of specific exemption under the Acts, any brokerage and investment services provided by MOFSL, including the products and services described herein are not available to or intended for U.S. persons. This report is intended for distribution only to "Major Institutional Investors" as defined by Rule 15a-6(b)(4) of the Exchange Act and interpretations thereof by SEC (henceforth referred to as "major institutional investors"). This document must not be acted on or relied on by persons who are not major institutional investors. Any investment or investment activity to which this document relates is only available to major institutional investors and will be engaged in only with major institutional investors. In reliance on the exemption from registration provided by Rule 15a-6 of the U.S. Securities Exchange Act of 1934, as amended (the "Exchange Act") and interpretations thereof by the U.S. Securities and Exchange Commission ("SEC") in order to conduct business with Institutional Investors based in the U.S., MOFSL has entered into a chaperoning agreement with a U.S. registered brokerdealer, Motilal Oswal Securities International Private Limited. ("MOSIPL"). Any business interaction pursuant to this report will have to be executed within the provisions of this

The Research Analysts contributing to the report may not be registered /qualified as research analyst with FINRA. Such research analyst may not be associated persons of the U.S. registered broker-dealer, MOSIPL, and therefore, may not be subject to NASD rule 2711 and NYSE Rule 472 restrictions on communication with a subject company, public appearances and trading securities held by a research analyst account.

For Singapore

In Singapore, this report is being distributed by Motilal Oswal Capital Markets Singapore Pte Ltd ("MOCMSPL") (Co. Reg. NO. 201129401Z) which is a holder of a capital markets services license and an exempt financial adviser in Singapore. As per the approved agreement under Paragraph 9 of Third Schedule of Securities and Futures Act (CAP 289) and Paragraph 11 of First Schedule of Financial Advisors Act (CAP 110) provided to MOCMSPL by Monetary Authority of Singapore. Persons in Singapore should contact MOCMSPL in respect of any matter arising from, or in connection with this report/publication/communication. This report is distributed solely to persons who qualify as "Institutional Investors", of which some of whom may consist of "accredited" institutional investors as defined in section 4A(1) of the Securities and Futures Act, Chapter 289 of Singapore ("the SFA"). Accordingly, if a Singapore person is not or ceases to be such an institutional investor, such Singapore Person must immediately discontinue any use of this Report and inform MOCMSPL.

Specific Disclosures

- MOFSL, Research Analyst and/or his relatives does not have financial interest in the subject company, as they do not have equity holdings in the subject company.
- MOFSL, Research Analyst and/or his relatives do not have actual/beneficial ownership of 1% or more securities in the subject company MOFSL, Research Analyst and/or his relatives have not received compensation/other benefits from the subject company in the past 12 months
- MOFSL, Research Analyst and/or his relatives do not have material conflict of interest in the subject company at the time of publication of research report
- Research Analyst has not served as director/officer/employee in the subject company
- MOFSL has not acted as a manager or co-manager of public offering of securities of the subject company in past 12 months
- MOFSL has not received compensation for investment banking/ merchant banking/brokerage services from the subject company in the past 12 months
- MOFSL has not received compensation for other than investment banking/merchant banking/brokerage services from the subject company in the past 12 months
- MOFSL has not received any compensation or other benefits from third party in connection with the research report
- MOFSL has not engaged in market making activity for the subject company

9 September 2022 11

The associates of MOFSL may have:

- financial interest in the subject company
- actual/beneficial ownership of 1% or more securities in the subject company at the end of the month immediately preceding the date of publication of the Research Report or date of the public appearance.
- received compensation/other benefits from the subject company in the past 12 months
- any other potential conflict of interests with respect to any recommendation and other related information and opinions.; however, the same shall have no bearing whatsoever on the specific recommendations made by the analyst(s), as the recommendations made by the analyst(s) are completely independent of the views of the associates of MOFSL even though there might exist an inherent conflict of interest in some of the stocks mentioned in the research report.
- acted as a manager or co-manager of public offering of securities of the subject company in past 12 months
- be engaged in any other transaction involving such securities and earn brokerage or other compensation or act as a market maker in the financial instruments of the company(ies) discussed herein or act as an advisor or lender/borrower to such company(ies)
- received compensation from the subject company in the past 12 months for investment banking / merchant banking / brokerage services or from other than said services.
- Served subject company as its clients during twelve months preceding the date of distribution of the research report.

The associates of MOFSL has not received any compensation or other benefits from third party in connection with the research report

Above disclosures include beneficial holdings lying in demat account of MOFSL which are opened for proprietary investments only. While calculating beneficial holdings, it does not consider demat accounts which are opened in name of MOFSL for other purposes (i.e holding client securities, collaterals, error trades etc.). MOFSL also earns DP income from clients which are not considered in above disclosures.

Analyst Certification

The views expressed in this research report accurately reflect the personal views of the analyst(s) about the subject securities or issues, and no part of the compensation of the research analyst(s) was, is, or will be directly or indirectly related to the specific recommendations and views expressed by research analyst(s) in this report.

Terms & Conditions:

This report has been prepared by MOFSL and is meant for sole use by the recipient and not for circulation. The report and information contained herein is strictly confidential and may not be altered in any way, transmitted to, copied or distributed, in part or in whole, to any other person or to the media or reproduced in any form, without prior written consent of MOFSL. The report is based on the facts, figures and information that are considered true, correct, reliable and accurate. The intent of this report is not recommendatory in nature. The information is obtained from publicly available media or other sources believed to be reliable. Such information has not been independently verified and no guaranty, representation of warranty, express or implied, is made as to its accuracy, completeness or correctness. All such information and opinions are subject to change without notice. The report is prepared solely for informational purpose and does not constitute an offer document or solicitation of offer to buy or sell or subscribe for securities or other financial instruments for the clients. Though disseminated to all the customers simultaneously, not all customers may receive this report at the same time. MOFSL will not treat recipients as customers by virtue of their receiving this report.

Disclaimer

The report and information contained herein is strictly confidential and meant solely for the selected recipient and may not be altered in any way, transmitted to, copied or distributed, in part or in whole, to any other person or to the media or reproduced in any form, without prior written consent. This report and information herein is solely for informational purpose and may not be used or considered as an offer document or solicitation of offer to buy or sell or subscribe for securities or other financial instruments. Nothing in this report constitutes investment, legal, accounting and tax advice or a representation that any investment or strategy is suitable or appropriate to your specific circumstances. The securities discussed and opinions expressed in this report may not be suitable for all investors, who must make their own investment decisions, based on their own investment objectives, financial positions and needs of specific recipient. This may not be taken in substitution for the exercise of independent judgment by any recipient. Each recipient of this document should make such investigations as it deems necessary to arrive at an independent evaluation of an investment in the securities of companies referred to in this document (including the merits and risks involved), and should consult its own advisors to determine the merits and risks of such an investment. The investment discussed or views expressed may not be suitable for all investors. Certain transactions -including those involving futures, options, another derivative products as well as non-investment grade securities - involve substantial risk and are not suitable for all investors. No representation or warranty, express or implied, is made as to the accuracy, completeness or fairness of the information and opinions contained in this document. The Disclosures of Interest Statement incorporated in this document is provided solely to enhance the transparency and should not be treated as endorsement of the views expressed in the report. This information is subject to change without any prior notice. The Company reserves the right to make modifications and alternations to this statement as may be required from time to time without any prior approval. MOFSL, its associates, their directors and the employees may from time to time, effect or have effected an own account transaction in, or deal as principal or agent in or for the securities mentioned in this document. They may perform or seek to perform investment banking or other services for, or solicit investment banking or other business from, any company referred to in this report. Each of these entities functions as a separate, distinct and independent of each other. The recipient should take this into account before interpreting the document. This report has been prepared on the basis of information that is already available in publicly accessible media or developed through analysis of MOFSL. The views expressed are those of the analyst, and the Company may or may not subscribe to all the views expressed therein. This document is being supplied to you solely for your information and may not be reproduced, redistributed or passed on, directly or indirectly, to any other person or published, copied, in whole or in part, for any purpose. This report is not directed or intended for distribution to, or use by, any person or entity who is a citizen or resident of or located in any locality, state, country or other jurisdiction, where such distribution, publication, availability or use would be contrary to law, regulation or which would subject MOFSL to any registration or licensing requirement within such jurisdiction. The securities described herein may or may not be eligible for sale in all jurisdictions or to certain category of investors. Persons in whose possession this document may come are required to inform themselves of and to observe such restriction. Neither the Firm, not its directors, employees, agents or representatives shall be liable for any damages whether direct or indirect, incidental, special or consequential including lost revenue or lost profits that may arise from or in connection with the use of the information. The person accessing this information specifically agrees to exempt MOFSL or any of its affiliates or employees from, any and all responsibility/liability arising from such misuse and agrees not to hold MOFSL or any of its affiliates or employees responsible for any such misuse and further agrees to hold MOFSL or any of its affiliates or employees free and harmless from all losses, costs, damages, expenses that may be suffered by the person accessing this information due to any errors and delays.

Registered Office Address: Motilal Oswal Tower, Rahimtullah Sayani Road, Opposite Parel ST Depot, Prabhadevi, Mumbai-400025; Tel No.: 022-3980 4263; www.motilaloswal.com. Correspondence Address: Palm Spring Centre, 2nd Floor, Palm Court Complex, New Link Road, Malad (West), Mumbai- 400 064. Tel No: 022 71881000. Details of Compliance Officer: Neeraj Agarwal, Email Id: na@motilaloswal.com, Contact No::022-71881085. Registration details of group entities.: Motilal Oswal Financial Services Ltd. (MOFSL): INZ000158836 (BSE/NSE/MCX/NCDEX); CDSL: IN-DP-16-2015; NSDL: IN-DP-NSDL-152-

Registration details of group entities.: Motilal Oswal Financial Services Ltd. (MOFSL): INZU00158836 (BSE/NSE/MCX/NCDEX); CDSL: IN-DP-16-2015; NSDL: IN-DP-NSDL-152-2000; Research Analyst: INH000000412. AMFI: ARN.: 146822. IRDA Corporate Agent – CA0579. Motilal Oswal Financial Services Ltd. is a distributor of Mutual Funds, PMS, Fixed Deposit, Insurance, Bond, NCDs and IPO products. Customer having any query/feedback/ clarification may write to query@motilaloswal.com. In case of grievances for any of the services rendered by Motilal Oswal Financial Services Limited (MOFSL) write to grievances@motilaloswal.com, for DP to dpgrievances@motilaloswal.com.