

Estimate change	
TP change	
Rating change	

Bloomberg	CIPLA IN
Equity Shares (m)	808
M.Cap.(INRb)/(USDb)	1227.7 / 14.4
52-Week Range (INR)	1702 / 1310
1, 6, 12 Rel. Per (%)	-4/-3/-4
12M Avg Val (INR m)	2917

Financials & Valuations (INR b)

Y/E MARCH	FY25	FY26E	FY27E
Sales	275.5	287.7	315.6
EBITDA	71.3	67.6	76.4
Adj. PAT	50.7	47.8	52.9
EBIT Margin (%)	21.9	19.2	20.0
Cons. Adj. EPS (INR)	62.8	59.2	65.5
EPS Gr. (%)	19.6	-5.7	10.7
BV/Sh. (INR)	386.5	441.6	501.1
Ratios			
Net D:E	0.0	-0.1	-0.2
RoE (%)	16.2	13.4	13.1
RoCE (%)	18.3	14.6	14.1
Payout (%)	9.2	10.1	9.2
Valuations			
P/E (x)	24.2	25.7	23.2
EV/EBITDA (x)	17.1	17.6	15.2
Div. Yield (%)	0.3	0.3	0.3
FCF Yield (%)	2.6	3.1	2.3
EV/Sales (x)	4.4	4.1	3.7

Shareholding pattern (%)

As On	Mar-25	Dec-24	Mar-24
Promoter	29.1	29.1	33.4
DII	28.1	27.7	24.4
FII	26.4	26.8	26.0
Others	16.3	16.4	16.3

FII Includes depository receipts

CMP: INR1,520 **TP: INR1,510 (-1%)** **Neutral**

India, SAGA, and EM drive 4QFY25 performance

Earnings outlook to moderate after a strong show over FY21-25

- Cipla reported lower-than-expected revenue/EBITDA (3%/13% miss) in 4Q. While the segmental mix resulted in better-than-expected gross margin, higher-than-anticipated opex/R&D led to lower-than-expected EBITDA for the quarter. Having said this, the earnings were in line due to higher other income (due to receipt of certain settlement income) and a lower tax rate.
- Cipla's YoY growth in India business (39% of 4Q sales) improved for the second consecutive quarter, led by a steady execution in chronic therapies and a strategic reset in the trade generics segment. The company has sustained an EBITDA margin in the consumer health segment, driving better overall profitability in the India business.
- North America (NA; 29% of sales) reached an all-time high annual revenue of USD934m, with a healthy contribution from differentiated assets such as g-Revlimid. We estimate g-Revlimid sales at USD250-USD300m in FY25.
- Cipla outperformed the industry in the SAGA segment (15% of sales) on the back of new launches across multiple therapies.
- We reduce our earnings estimates by 3%/4% for FY26/FY27, factoring in 1) increased competition expected in g-Revlimid, and 2) continued seasonal headwinds in acute therapies in the domestic formulation segment. We value Cipla at 23x 12M forward earnings to arrive at our TP of INR1,510.
- After a strong 26% CAGR in earnings over FY20-25, we expect its earnings to witness a modest 2% CAGR over FY25-27. While Cipla continues to implement strategies to offset the competitive impact of g-Revlimid and to expand its presence in the North American segment, we anticipate a gestation period due to the progress of products in the pipeline. Valuation would be a key monitorable for any inorganic opportunities. Moreover, the current valuation provides limited upside. **Reiterate Neutral.**

Improved operating leverage drives margins YoY

- Cipla's 4QFY25 revenue grew 9% YoY to INR67.2b (est. INR69.7b). India sales (39% of sales) rose 8.5% YoY to INR31.5b. EM sales (15% of sales) grew 22% YoY to INR9b. SAGA sales (15% of sales) grew 33.9% YoY to INR10.2b. The US sales (29% of sales) increased 2% YoY to INR19b (USD221m, down 2% in CC terms). However, API sales (2% of sales) declined 3.7% YoY to INR1.8b.
- Gross margin expanded 70bp YoY 67.5% (our est. 66.6%). EBITDA margin expanded 150bp YoY to 22.8% (our est. 25.4%), due to better segmental mix and lower R&D expense (down 90bp YoY as a % of sales).
- EBITDA increased by 17% YoY to INR15.4bn (below our est. INR17.8bn).
- PAT grew at a higher rate of 41% YoY to INR12.2b (in-line), led by revenue growth, improved profitability, higher other income, and a lower tax rate.
- In FY25, revenue/EBITDA/PAT grew 7%/13.3%/20% YoY to INR275b/INR71b/INR50.5b.
- R&D spending for the quarter stood at INR4.3b (6.3% of sales).
- Net cash at the end of FY25 was INR104b.

Highlights from the management commentary

- Management guided an EBITDA margin of 23.5%-24.5% for FY26.
- Cipla indicated the US sales run rate to be USD220m for 1QFY26.
- Management highlighted three peptide assets to be launched in FY26.
- Cipla has filed six assets to date in the respiratory space and four more to be filed in the next 12-18 months. It has filed nine peptide assets to date and intends to file 10 more in 12-24 months.
- g-Abraxane/g-Nilotinib would be launched soon.
- The Furacort brand in India has surpassed INR9b in annual sales now.

Quarterly Performance (Consolidated)											(INR b)	
Y/E March	FY24				FY25				FY24	FY25	Est.	% Var
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q				
Net Revenues	63.3	66.8	66.0	61.6	66.9	70.5	70.7	67.3	257.7	275.5	69.7	-3.4
YoY Change (%)	17.7	14.6	13.7	7.4	5.8	5.6	7.1	9.2	13.3	6.9	13.0	
Total Expenditure	48.3	49.4	48.6	48.5	49.8	51.7	50.8	51.9	194.8	204.2	51.9	
EBITDA	14.9	17.3	17.5	13.2	17.2	18.9	19.9	15.4	62.9	71.3	17.8	-13.5
YoY Change (%)	30.7	24.8	24.2	12.1	14.9	8.8	13.8	16.9	23.0	13.3	35.0	
Margins (%)	23.6	26.0	26.5	21.4	25.6	26.7	28.1	22.8	24.4	25.9	25.5	
Depreciation	2.4	2.5	2.3	2.9	2.5	2.7	2.8	3.1	10.1	11.1	2.7	
EBIT	12.5	14.9	15.1	10.3	14.7	16.1	17.1	12.3	52.8	60.2	15.1	
YoY Change (%)	41.1	36.4	33.3	24.2	17.1	8.5	12.9	19.6	34.0	14.0	46.6	
Margins (%)	19.8	22.3	22.9	16.7	21.9	22.9	24.2	18.3	20.5	21.9	21.6	
Interest	0.2	0.3	0.3	0.2	0.2	0.2	0.1	0.1	0.9	0.6	0.1	
Other Income	1.4	1.8	1.3	1.8	1.6	1.9	1.5	2.9	6.2	7.9	1.7	
Profit before Tax	13.7	16.4	16.1	11.9	16.1	17.9	18.5	15.0	58.2	67.5	16.6	
One-time (expense)/income	0.0	-0.4	-1.4	0.7	0.0	0.0	0.7	0.0	-1.1	0.7	0.0	
PBT after EO expense	13.7	15.9	14.7	12.6	16.1	17.9	19.2	15.0	57.0	68.2	16.6	-9.6
Tax	3.8	4.4	4.1	3.2	4.4	4.8	3.3	2.8	15.5	15.3	4.7	
Rate (%)	27.5	26.8	25.1	27.3	27.0	27.0	18.0	18.6	26.6	22.7	28.5	
Minority Interest	0.0	0.2	0.1	0.0	0.0	0.0	0.1	0.0	0.3	0.2	0.0	
Reported PAT	10.0	11.3	10.6	9.4	11.8	13.0	15.7	12.2	41.2	52.7	11.9	3.0
Adj PAT	10.0	11.7	12.0	8.7	11.8	13.0	13.6	12.2	42.4	50.7	11.9	3.0
YoY Change (%)	45.1	37.7	49.4	22.7	18.3	10.9	14.0	40.6	39.0	19.6	36.5	

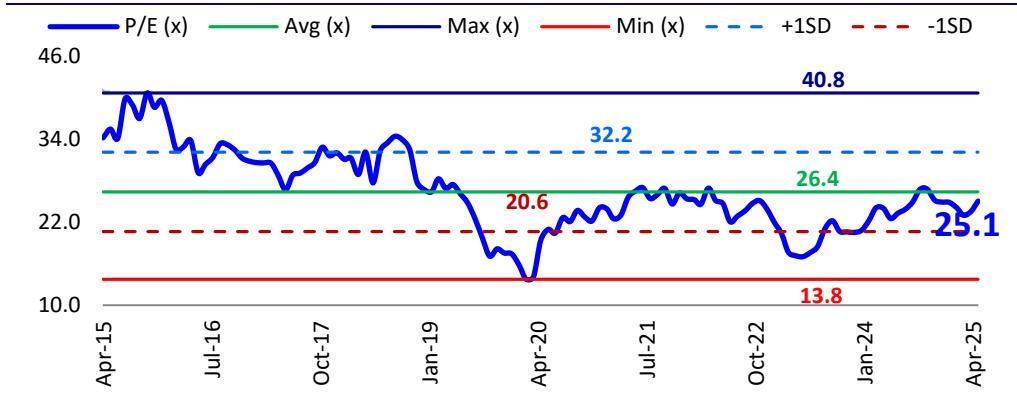
Key performance Indicators (Consolidated)											(INR m)	
Y/E March	FY24				FY25				FY24	FY25	Est.	4QE
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q				
INRm												
Domestic formulation	27,720	28,170	28,590	24,170	28,980	29,480	31,460	26,220	1,08,650	1,16,140	26,336	
YoY Change (%)	11.6	9.8	11.5	7.0	4.5	4.7	10.0	8.5	10.1	6.9	9.0	
North America	18,220	18,870	19,160	18,750	20,870	19,860	19,060	19,190	75,010	78,980	18,416	
YoY Change (%)	52.0	29.5	19.8	11.8	14.5	5.2	-0.5	2.3	26.9	5.3	-1.8	
SAGA	7,480	9,930	8,150	8,470	6,950	10,680	9,750	10,190	30,580	37,570	9,316	
YoY Change (%)	-5.1	13.6	19.9	1.8	-7.1	7.6	18.0	20.3	-3.4	22.9	22.4	
Emerging market	7,790	7,340	7,460	7,420	8,490	8,060	8,240	8,950	30,870	33,740	8,596	
YoY Change (%)	8.2	-3.1	-2.1	-5.4	9.0	9.8	10.5	20.6	1.9	9.3	3.9	
API	1,360	1,470	1,080	1,890	980	1,600	1,260	1,820	5,810	5,660	1,389	
YoY Change (%)	0.7	-15.9	-26.5	41.0	-27.9	8.8	18.0	-3.7	2.3	-2.6	-26.5	
Cost Break-up												
RM Cost (% of Sales)	35.3	34.6	33.6	33.3	32.8	32.4	32.0	32.5	39.6	38.4	33.3	
Staff Cost (% of Sales)	16.9	16.3	16.2	17.6	17.8	17.1	16.9	18.3	17.7	17.0	17.3	
R&D Expenses(% of Sales)	5.5	5.7	6.1	7.2	5.3	5.5	5.1	6.3	6.0	4.5	5.4	
Other Cost (% of Sales)	18.7	17.4	17.7	20.6	18.5	18.3	17.8	20.0	19.5	17.6	18.6	
Gross Margins(%)	64.7	65.4	66.4	66.7	67.2	67.6	68.0	67.5	60.4	61.6	66.7	
EBITDA Margins(%)	23.6	26.0	26.5	21.4	25.6	26.7	28.1	22.8	24.4	25.9	25.4	
EBIT Margins(%)	19.8	22.3	22.9	16.7	21.9	22.9	24.2	18.3	20.5	21.9	21.3	



Highlights from the management commentary

- Cipla expects the domestic formulation YoY growth to be 8-10% for FY26.
- Chronic mix at 61.5% of DF prescription sales in FY25. Cipla now has 26 brands with annual INR1b sales.
- Two oligonucleotides and five 505(b)(2) assets to be filed in the US over the next 12-24 months.
- Cipla has launched 19 products in the trade generics segment in FY25.
- Its prescription business in SA grew 8.3% YoY vs. industry growth of 5.6% YoY.

Exhibit 1: PE Chart



Gradual progress in enhancing visibility for niche approvals

NA: Strengthening niche product pipeline in respiratory/peptides

- In FY25, the US sales grew 5% YoY (USD934m; up 3% in CC terms) to INR79b, led by steady traction in g-Revlimid/Albuterol. The YoY growth was partly impacted by lower sales of Lanreotide for a couple of quarters.
- Cipla has resumed supplies of Lanreotide and is expected to further scale up in the coming quarters.
- Cipla continues to build a differentiated product pipeline in the respiratory/peptide/oligonucleotide space. In addition, it is also adding biosimilar assets to the portfolio.
- It has an overall 73 products awaiting approval from the USFDA.
- From a regulatory perspective, it had five manufacturing facilities audited by the USFDA in FY25, and all inspections have been classified as VAI.
- Considering competition in g-Revlimid and the time required for other limited competition product approval, we expect NA sales to be stable at USD925m over FY25-27.

India: Superior execution in chronic therapies/trade generics to fuel growth

- During FY25, Cipla posted 7% sales growth in the India business to INR116b.
- Cipla has built a strong franchise in chronic therapies (respiratory, cardiac, and urology), outpacing industry growth.
- The strategic reset in distribution in the trade generics segment has started yielding positive results for Cipla.
- It is also able to gain healthy traction in its consumer health segment, leading to double-digit revenue growth and sustained profitability.
- Overall, we expect a 10% sales CAGR in this segment over FY25-27 to INR140b.

One Africa: Consistent marketing efforts to drive better-than-industry performance

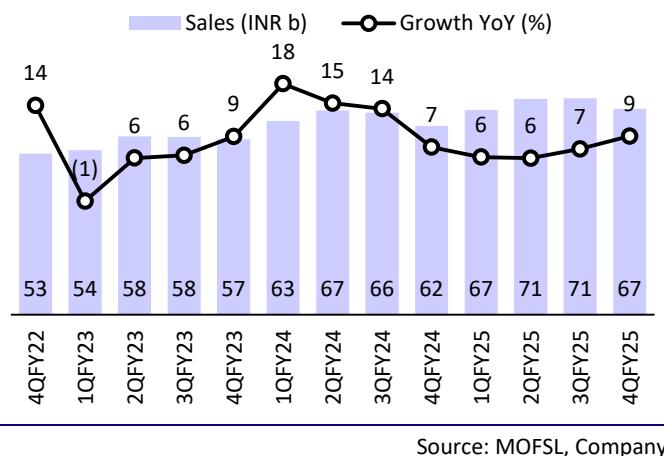
- In FY25, Cipla's One Africa business grew 23% YoY to INR36b. Cipla has a strong pace of launches (18) in the prescription market of Africa.
- Specifically, it grew 8.3% YoY in the prescription segment vs. the industry growth of 5.6% YoY. Cipla grew 3.9% YoY in the OTC segment, in line with the industry.
- Considering established presence in Africa, consistent marketing efforts, and subdued industry growth, we expect 7% sales CAGR in this segment to INR43b over FY25-27.

Valuation and view

- We reduce our earnings estimates by 3%/4% for FY26/FY27, factoring in 1) increased competition expected in g-Revlimid, and 2) continued seasonal headwinds in acute therapies in the domestic formulation segment. We value Cipla at 23x 12M forward earnings to arrive at our TP of INR1,510.
- After a strong 26% CAGR in earnings over FY20-25, we expect its earnings to witness a modest 2% CAGR over FY25-27. While Cipla continues to implement strategies to offset the competitive impact of g-Revlimid and to expand its presence in the North American segment, we anticipate a gestation period due to the progress of products in the pipeline. Valuation would be a key monitorable for any inorganic opportunities. Moreover, the current valuation provides limited upside. **Reiterate Neutral.**

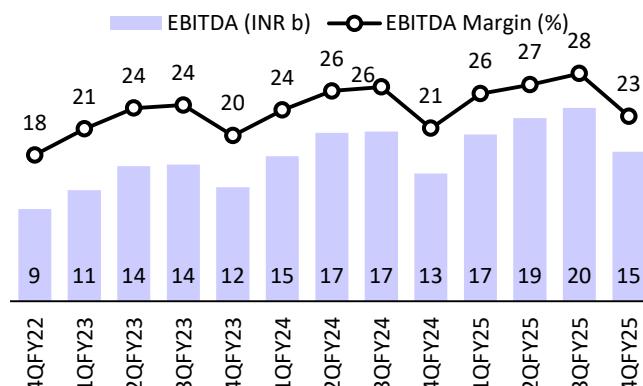
Story in charts

Exhibit 2: Revenue up 9% YoY in 4QFY25



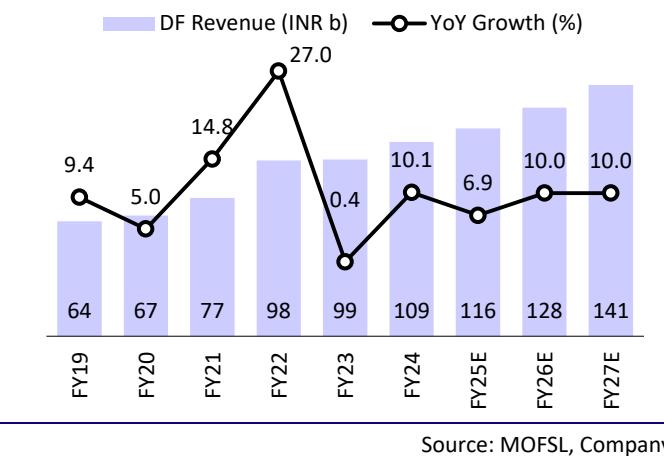
Source: MOFSL, Company

Exhibit 3: EBITDA margin expanded ~150bp YoY in 4QFY25



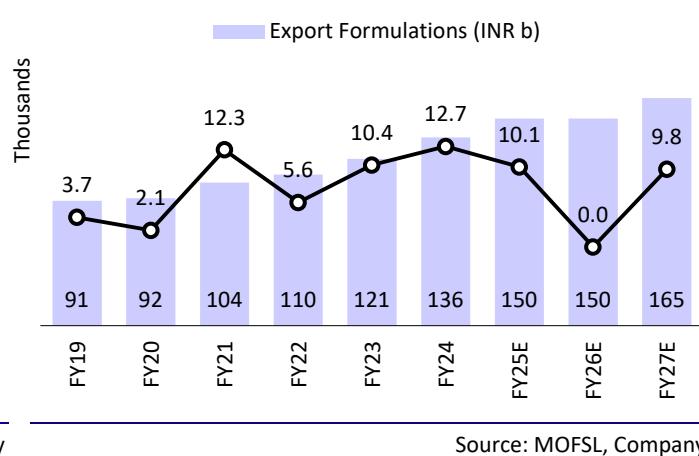
Source: MOFSL, Company

Exhibit 4: Expect 10% DF sales CAGR...



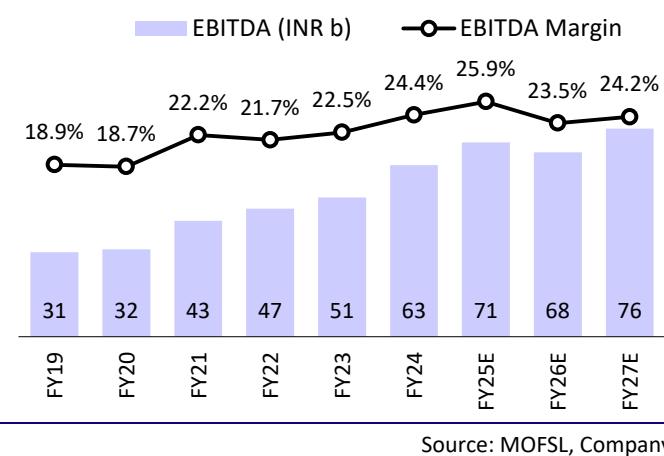
Source: MOFSL, Company

Exhibit 5: ...and 5% export sales CAGR over FY25–27



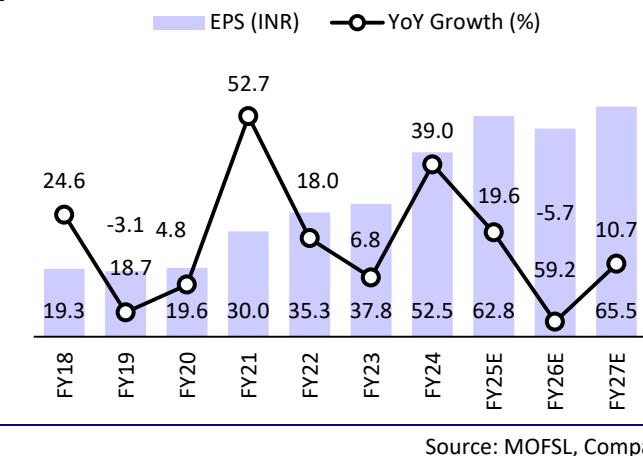
Source: MOFSL, Company

Exhibit 6: EBITDA margin to contract 170bp over FY25–27E



Source: MOFSL, Company

Exhibit 7: Expect stable earnings CAGR over FY25–27



Source: MOFSL, Company

Financials and valuations

Income Statement								(INRb)
Y/E March	FY20	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E
Net Income	171.3	191.6	217.1	227.5	257.7	275.5	287.7	315.6
Change (%)	4.7	11.8	13.3	4.8	13.3	6.9	4.4	9.7
EBITDA	32.1	42.5	47.0	51.1	62.9	71.3	67.6	76.4
Margin (%)	18.7	22.2	21.7	22.5	24.4	25.9	23.5	24.2
Depreciation	11.4	10.7	10.5	11.7	10.1	11.1	12.2	13.2
EBIT	20.6	31.8	36.5	39.4	52.8	60.2	55.4	63.2
Int. and Finance Charges	2.0	1.6	1.1	1.1	0.9	0.6	0.5	0.3
Other Income - Rec.	3.4	2.7	2.8	4.5	6.2	7.9	8.1	8.2
PBT before EO Items	22.1	32.9	38.2	42.8	58.2	67.5	63.0	71.1
One-time (Expense)/Income	0.3	0.0	3.3	2.5	1.1	-0.7	0.0	0.0
PBT	21.8	32.9	34.9	40.4	57.0	68.2	63.0	71.1
Tax	6.3	8.9	9.3	12.0	15.5	15.3	15.1	18.1
Tax Rate (%)	29.0	27.0	26.7	29.8	27.1	22.4	24.0	25.5
Minority Interest	-0.5	-0.2	0.3	0.3	0.3	0.0	0.0	0.0
Income from associates	-0.5	-0.1	-0.1	0.0	0.0	-0.2	-0.2	-0.1
Profit after Tax	15.5	24.1	25.2	28.0	41.2	52.7	47.8	52.9
Change (%)	1.2	55.5	4.6	11.3	47.1	27.9	-9.4	10.7
Margin (%)	8.8	12.4	11.4	12.1	15.6	18.6	16.1	16.3
Adj PAT	15.8	24.1	28.4	30.5	42.4	50.7	47.8	52.9
Balance Sheet								(INRb)
Y/E March	FY20	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E
Equity Share Capital	1.6	1.6	1.6	1.6	1.6	1.6	1.6	1.6
Reserves	157.6	179.3	201.5	232.5	265.5	310.3	354.8	402.8
Net Worth	157.6	183.3	208.4	234.1	267.1	311.9	356.4	404.5
Loans	28.2	15.4	9.0	5.9	3.3	2.0	1.9	1.9
Deferred Liabilities	1.3	-0.2	-2.0	-2.9	-4.0	-5.9	-5.9	-5.9
Minority Interest	2.9	2.6	2.8	3.1	1.0	1.0	1.0	1.0
Capital Employed	190.0	201.0	218.1	240.1	267.3	309.0	353.3	401.4
Gross Block	138.5	147.5	160.1	166.8	179.7	195.4	210.4	218.6
Less: Accum. Deprn.	38.9	49.5	60.1	71.8	81.9	92.9	105.2	118.3
Net Fixed Assets	99.6	97.9	100.1	95.0	97.8	102.5	105.2	100.3
Capital WIP	4.2	5.7	3.8	6.9	8.6	12.1	5.1	6.1
Investments	3.6	3.5	4.2	6.3	7.6	7.5	7.5	7.5
Curr. Assets	126.8	141.2	158.3	177.1	207.3	245.6	306.0	363.5
Inventory	43.8	46.7	53.5	51.6	52.4	56.4	61.6	71.9
Account Receivables	38.9	34.5	34.2	40.6	47.7	55.1	58.7	67.5
Cash and Bank Balance	10.0	14.0	19.3	15.6	8.7	8.0	42.2	65.2
Others	34.1	46.1	51.3	69.3	98.4	126.1	143.6	158.8
Curr. Liability & Prov.	44.2	47.3	48.4	49.9	54.0	58.8	70.6	76.0
Account Payables	34.8	36.5	36.2	37.1	37.8	41.6	53.4	58.8
Provisions	9.5	10.8	12.2	12.9	16.1	17.2	17.2	17.2
Net Current Assets	82.6	93.9	109.9	127.2	153.3	186.8	235.4	287.4
Appl. of Funds	190.0	201.0	218.1	240.1	267.3	309.0	353.3	401.4

Financials and valuations

Ratios

Y/E March	FY20	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E
Adjusted EPS	19.6	30.0	35.3	37.8	52.5	62.8	59.2	65.5
Cash EPS	33.7	43.1	48.2	52.3	65.0	76.5	74.3	81.8
BV/Share	195.5	227.2	258.1	284.2	330.9	386.5	441.6	501.1
DPS	2.5	2.5	3.0	3.0	4.0	5.0	5.0	5.0
Payout (%)	15.6	10.0	11.5	10.3	9.4	9.2	10.1	9.2
Valuation (x)								
P/E	77.5	50.7	43.0	40.3	29.0	24.2	25.7	23.2
Cash P/E	45.1	35.3	31.5	29.1	23.4	19.9	20.4	18.6
P/BV	7.8	6.7	5.9	5.3	4.6	3.9	3.4	3.0
EV/Sales	7.3	6.4	5.6	5.3	4.7	4.4	4.1	3.7
EV/EBITDA	38.8	28.9	25.9	23.8	19.4	17.1	17.6	15.2
Dividend Yield (%)	0.2	0.2	0.2	0.2	0.3	0.3	0.3	0.3
FCF per Share	25.8	36.7	32.8	26.0	34.9	39.9	47.3	35.1
Return Ratios (%)								
RoE	10.2	14.1	14.5	13.3	15.9	16.2	13.4	13.1
RoCE	8.8	12.9	13.7	13.5	17.0	18.3	14.6	14.1
RoIC	8.2	13.3	14.5	13.8	17.0	17.8	14.5	15.2
Working Capital Ratios								
Fixed Asset Turnover (x)	1.3	1.3	1.4	1.4	1.5	2.8	2.8	3.1
Debtor (Days)	83	66	58	65	68	73	74	78
Inventory (Days)	93	89	90	83	74	75	78	83
Creditors (Days)	49	39	42	39	35	38	37	38
Working Capital (Days)	128	115	105	108	107	110	115	123
Leverage Ratio (x)								
Current Ratio	2.9	3.0	3.3	3.5	3.8	4.2	4.3	4.8
Debt/Equity	0.1	0.0	0.0	0.0	0.0	0.0	-0.1	-0.2

Cash Flow Statement

(**INRb**)

Y/E March	FY20	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E
Net Profit before Tax & Extraordinary Items	21.8	32.9	36.8	42.2	59.0	71.3	67.6	76.4
Interest/Dividends Recd.	1.4	1.0	0.3	-0.5	-1.3	-2.0	8.1	8.2
Direct Taxes Paid	-8.5	-10.4	-11.4	-13.0	-16.0	-16.7	-15.1	-18.1
(Inc)/Dec in WC	3.7	3.7	-1.8	-5.6	-8.1	-6.7	-14.4	-28.9
CF from Operations	30.7	37.6	33.3	32.4	41.3	47.4	46.2	37.5
others	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
CF from Oper. incl EO Expense	30.7	37.6	33.3	32.4	41.3	47.4	46.2	37.5
(inc)/dec in FA	-9.9	-7.9	-6.8	-11.4	-13.2	-15.1	-8.0	-9.2
Free Cash Flow	20.8	29.6	26.4	21.0	28.2	32.2	38.2	28.3
(Pur)/Sale of Investments	12.1	-12.4	1.7	-8.9	-14.3	-21.8	0.0	0.0
Other Items	-1.1	-3.4	-13.5	-3.5	-2.4	0.1	0.0	0.0
CF from Investments	1.1	-23.7	-18.6	-23.8	-29.8	-36.9	-8.0	-9.2
Inc/(Dec) in Debt	2.6	0.7	0.3	0.0	0.0	-0.9	-0.1	0.0
Interest Paid	-1.6	-1.2	-0.8	-0.7	-0.6	-0.4	-0.5	-0.3
Dividend Paid	-5.6	0.0	-4.0	-4.0	-6.9	-10.5	-4.8	-4.8
Others Items	-24.8	-11.9	-11.6	-4.9	-4.5	-1.2	1.4	-0.1
CF from Fin. Activity	-29.5	-12.4	-16.0	-9.6	-12.0	-12.9	-4.0	-5.2
Inc/Dec of Cash	2.3	1.4	-1.3	-1.0	-0.5	-2.5	34.2	23.1
Add: Beginning Balance	6.2	10.0	14.0	19.3	15.6	8.7	8.0	42.2
Bank balances and FX impact	1.5	2.6	6.6	-2.7	-6.4	1.7	0.0	0.0
Closing balance	10.0	14.0	19.3	15.6	8.7	8.0	42.2	65.2

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NOTES

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