7 November 2026
2QFY27 Results Update | Sector: Healthcare

Glenmark Pharma

Estimate change	⟷
TP change	↑
Rating change	⟷

Bloomberg	GNP IN
Equity Shares (m)	282
M.Cap.(INRb)/(USDb)	731 / 7.8
52-Week Range (INR)	2684 / 1800
1, 6, 12 Rel. Per (%)	2/6/45
12M Avg Val (INR M)	1532

Financials & Valuations (INR b)

Y/E March	FY26	FY27E	FY28E
Sales	133.1	167.0	186.1
EBITDA	13.4	34.7	40.2
Adj. PAT	5.7	20.2	25.0
EBIT Margin (%)	5.8	16.5	17.5
Adj EPS (INR)	20.2	71.6	88.6
EPS Gr. (%)	-57.6	254.2	23.8
BV/Sh. (INR)	372.5	439.9	524.3
Ratios			
Net D-E	0.1	0.0	-0.1
RoE (%)	5.9	17.6	18.4
RoCE (%)	7.8	17.7	18.8
Payout (%)	7.5	6.6	4.8
Valuations			
P/E (x)	128.3	36.2	29.3
EV/EBITDA (x)	46.1	17.6	14.7
Div. Yield (%)	0.1	0.1	0.1
FCF Yield (%)	3.4	1.6	3.7
EV/Sales (x)	4.6	3.7	3.2

Shareholding pattern (%)

As On	Sep-26	Jun-26	Sep-25
Promoter	46.6	46.7	46.7
DII	17.7	18.7	18.7
FII	21.5	20.9	20.7
Others	14.2	13.8	14.0

FII includes depository receipts

CMP: INR2,590 **TP: INR3,000 (+16%)** **Buy**

Ahead on operations; in-line earnings

Superior execution in DF/NA; gross debt free by FY27

- Glenmark Pharma (GNP) delivered a better-than-expected operational performance in 2QFY27, with 5% beat on revenue/EBITDA. Earnings were largely in line as the impact of higher-than-expected EBITDA was offset by lower other income.
- On like-to-like basis, GNP outperformed industry in domestic formulation segment by almost 300bp for the quarter, backed by superior execution in cardiology, dermatology and respiratory segment. It continued to launch differentiated oncology, respiratory as well as dermatology product, supporting better growth prospects in DF segment.
- Excl. licensing income, GNP delivered healthy growth in North America (NA), largely led by product launches. Work is ongoing on additional respiratory filings in MDI/Nasal sprays.
- EM delivered strong performance in 2QFY27, driven by robust secondary sales growth, continued market outperformance, portfolio expansion, and strong execution across regions.
- We largely maintain our estimates for FY27/FY28. We value GNP at 26x 12-month forward earnings to arrive at a TP of INR3,000.
- The strategic reset in DF and new launches in NA has led to improved performance and better outlook going forward. The clinical development related to innovative oncology and immunology molecules are progressing on track. Also, the company intends to be gross debt zero by FY27, strengthening the balance sheet. **Maintain BUY.**

Margins expansion supported by product mix and operating leverage

- GNP sales grew 78.7% YoY to INR42.3b (4.6% beat). The YoY growth is high partly due to a low base of past year on account of strategic recourse taken by the company.
- Gross margin expanded 2,250bp YoY to 69.3%.
- EBITDA margin expanded to 20.3% vs -36.7% in 2QFY26 (our est. 20.3%), majorly due to a reduction in R&D expenses (down 280bp YoY) and other expenses (down 1,860bp YoY) as % of sales.
- R&D for the quarter was INR3.4b (8.1% of sales).
- EBITDA stood at INR8.6b in 2QFY27 (4.7% beat) from a loss of INR8.7b in 2QFY26.
- PAT came in at INR4.8b in 2QFY27 (broadly in line with est.) from a loss of INR8.7b in 2QFY26.

Tushar Manudhane - Research Analyst (Tushar.Manudhane@MotilalOswal.com) | **Eshita Jain - Research Analyst** (Eshita.Jain@MotilalOswal.com)
Vipul Mehta - Research Analyst (vipul.mehta@motilaloswal.com) | **Khyati Sonthalia - Research Analyst** (khyati.sonthalia@motilalOswal.com)

Investors are advised to refer through important disclosures made at the last page of the Research Report.
Motilal Oswal research is available on www.motilaloswal.com/Institutional-Equities, Bloomberg, Thomson Reuters, Factset and S&P Capital.

Superior YoY growth across all segments except Europe

- Domestic formulation sales grew 704.2% YoY to INR13.3b (31% of revenue). While GNP has outperformed IPM on like-to-like basis, reported YoY growth was higher due to strategic recourse taken by the company in 2QFY26.
- NA sales grew 51.9% YoY to INR12b (28% of revenue). Excl. licensing income, NA sales grew 31%/25% YoY in 2QFY27/1HFY27.
- Emerging Markets sales grew 33.2% YoY to INR8.8b (21% of revenue).
- Europe sales grew by 6.2% YoY to INR7.9b (19% of revenue).

Key highlights from the management commentary

- Core EBITDA margin is guided to continue its upward trajectory in 2HFY27 as operational leverage materializes from front-loaded investments made in 1H.
- It is advancing US commercialization with recent launches of Sugammadex injection, fluticasone nasal spray (Rx/OTC), and nintedanib capsules, alongside upcoming FY27 launches of axitinib, Flovent 110, and generic ipratropium MDI.
- Gross debt is guided to be zero by the end of FY27, supported by projected 2H cash flow generation of INR7-8b.
- Emerging Markets revenue is guided to deliver consistent 15% to 20% annual growth over the next few years.
- Ryaltris is tracking annual sales of USD130m to USD140m in FY27, expanding at close to 40% YoY and addressing a USD3.5b global steroidal nasal spray market.
- GNP initiated end-to-end commercialization of Ryaltris in the US, taking charge of brand strategy and market access.
- IGI plans to file an IND application for ISB 2301, a first-in-class multispecific immune cell activator targeting solid tumors by CY26 end.

Quarterly Performance (INRm)

Y/E March	FY26				FY27E				FY26	FY27E	Estimate	
INRm	1Q	2Q	3Q	4Q	1Q	2Q	3QE	4QE			2QE	% Var
Net Revenues (Core)	**32,644**	**23,769**	**39,006**	**37,706**	**40,185**	**42,473**	**42,631**	**41,675**	**133,125**	**166,965**	**40,599**	**4.6**
YoY Change (%)	0.6	-30.8	15.1	15.8	23.1	78.7	9.3	10.5	-0.1	25.4	70.8	
EBITDA	**5,805**	**-8,704**	**8,697**	**7,626**	**8,048**	**8,638**	**9,177**	**8,804**	**13,424**	**34,667**	**8,252**	**4.7**
YoY Change (%)	-4.9	-244.6	44.9	35.9	38.6	NA	5.5	15.5	-43.4	158.2	NA	
Margins (%)	17.8	-36.6	22.3	20.2	20.0	20.3	21.5	21.1	10.1	20.8	20.3	
Depreciation	1,299	1,412	1,544	1,479	1,732	1,804	1,822	1,782	5,735	7,140	1,755	
EBIT	**4,506**	**-10,116**	**7,153**	**6,147**	**6,316**	**6,834**	**7,354**	**7,023**	**7,689**	**27,527**	**6,497**	
YoY Change (%)	-8.5	-310.0	49.8	41.0	40.2	NA	2.8	14.2	-59.3	258.0	NA	
Margins (%)	13.8	-42.6	18.3	16.3	15.7	16.1	17.3	16.9	5.8	16.5	16.0	
Interest	582	665	414	426	540	638	494	494	2,087	2,166	494	
Other Income	264	2,006	445	1,891	658	25	100	140	4,606	923	750	
PBT before EO Exp.	**4,188**	**-8,775**	**7,183**	**7,612**	**6,434**	**6,222**	**6,960**	**6,669**	**10,208**	**26,284**	**6,753**	
One-off loss/(gain)	3,232	-18,449	1,843	3,734	0	2,839	0	0	-9,639	2,839	1,976	
PBT after EO Exp.	**956**	**9,674**	**5,340**	**3,878**	**6,434**	**3,383**	**6,960**	**6,669**	**19,847**	**23,446**	**4,777**	
Tax	486	3,570	1,308	864	1,606	745	1,601	1,507	6,228	5,458	1,314	
Rate (%)	50.9	36.9	24.5	22.3	25.0	22.0	23.0	22.6	31.4	23.3	27.5	
Rep.PAT	**470**	**6,104**	**4,032**	**3,013**	**4,828**	**2,638**	**5,359**	**5,162**	**13,620**	**17,988**	**3,463**	
Minority Interest	1	1	0	-1	-1	0	0	0	1	0	0	
Rep. PAT after Minority Int.	**469**	**6,104**	**4,032**	**3,014**	**4,829**	**2,638**	**5,359**	**5,162**	**13,619**	**17,988**	**3,463**	
Adj PAT	**3,140**	**-8,776**	**5,424**	**5,916**	**4,829**	**4,852**	**5,359**	**5,162**	**5,704**	**20,202**	**4,896**	**-0.9**
YoY Change (%)	-11.9	NA	55.9	101.8	53.8	NA	-1.2	-12.7	-57.6	254.2	NA	
Margins (%)	9.6	-36.9	13.9	15.7	12.0	11.4	12.6	12.4	4.3	12.1	12.1	

Key performance Indicators

Y/E March	FY26				FY27E				FY26	FY27E	FY27
	1Q	2Q	3Q	4Q	1Q	2Q	3QE	4QE			2QE
India formulations	12,399	1,650	12,986	10,201	14,321	13,274	14,155	11,221	37,236	52,971	13,200
YoY Change (%)	3.7	-87.1	22.1	8.2	15.5	704.5	9.0	10.0	-17.0	42.3	700.0
US	7,780	7,956	9,706	9,248	10,974	12,089	11,102	11,243	34,690	42,221	11,130
YoY Change (%)	-0.4	7.4	24.2	29.4	41.1	51.9	14.4	21.6	15.0	21.7	39.9
ROW+LatAm	5,721	6,585	8,119	8,979	7,304	8,769	8,363	9,338	29,404	33,774	8,034
YoY Change (%)	0.2	-6.5	8.4	13.7	27.7	33.2	3.0	4.0	4.5	14.9	22.0
Europe	6,678	7,460	7,963	8,907	7,472	7,920	8,759	9,620	31,008	33,771	7,982
YoY Change (%)	-4.0	8.5	9.1	21.4	11.9	6.2	10.0	8.0	8.9	8.9	7.0
Cost Break-up											
RM Cost (% of Sales)	31.1	53.2	33.2	31.1	31.0	30.7	31.2	31.2	35.7	31.0	31.2
Staff Cost (% of Sales)	23.4	37.3	21.6	23.5	23.3	24.2	23.2	23.1	25.4	23.4	22.0
R&D Expenses(% of Sales)	7.1	10.9	7.4	6.0	6.2	8.1	7.6	7.5	7.6	7.4	7.0
Other Cost (% of Sales)	20.6	35.2	15.5	19.2	19.5	16.6	16.5	17.1	21.3	17.4	19.5
Gross Margins(%)	68.9	46.8	66.8	68.9	69.0	69.3	68.8	68.8	64.3	69.0	68.8
EBITDA Margins(%)	17.8	-36.6	22.3	20.2	20.0	20.3	21.5	21.1	10.1	20.8	20.3
EBIT Margins(%)	13.8	-42.6	18.3	16.3	15.7	16.1	17.3	16.9	5.8	16.5	16.0

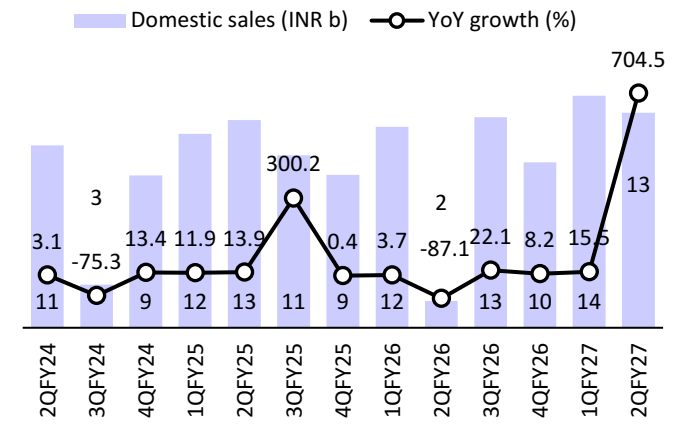


Highlights from the management commentary

- Partner AbbVie initiated a Phase 1/2 combination study of ISB 2001 (ABBV-2001) with CELMoDs (mezigdomide and iberdomide), while the monotherapy TRIGNITE Phase 1 study surpassed 170 dosed patients with updated data accepted for oral presentation at ASH 2026.
- Winlevi has achieved formulary coverage of ~40% of the UK market since launch and has been commercialized across several European markets, including the Nordics, EEA and Spain.
- Glenmark expects 3-4 products to be commercialized from its Monroe injectable facility in FY28, including 1-2 potentially sizeable products.
- GNP expects three oncology assets to generate USD30-40m revenue in FY28, scaling to USD100-150m by FY30 with potential peak sales of USD400-500m by FY35-36. These estimates exclude ISB-2001.
- Europe generics business is expected to grow at low-single digits over the next few years. Growth will be driven by branded respiratory, dermatology products; Ryaltris/Winlevi alongside expansion of Glenmark's own sales force in the UK.
- MA for trastuzumab deruxtecan submitted in two markets, with additional filings planned. A Phase III trial in platinum-resistant ovarian cancer was initiated in India in Jun'26.
- MA for Omalertinib submitted in 13 markets, with first commercial launch anticipated in 2HFY27.
- As of Sep'26, GNP's US portfolio comprised 229 approved generic products.
- As of Sep'26, RYALTRIS had marketing applications filed in 90+ countries and had been commercialized in 58 markets, with launches planned in an additional 10 markets over the next few quarters.
- Since Launch, Winlevi's has achieved ~40% of the potential market in UK.
- GNP had filed QiNHAYO marketing authorization applications in 24 countries as of Sep'26, with the first commercial launch expected in FY27.

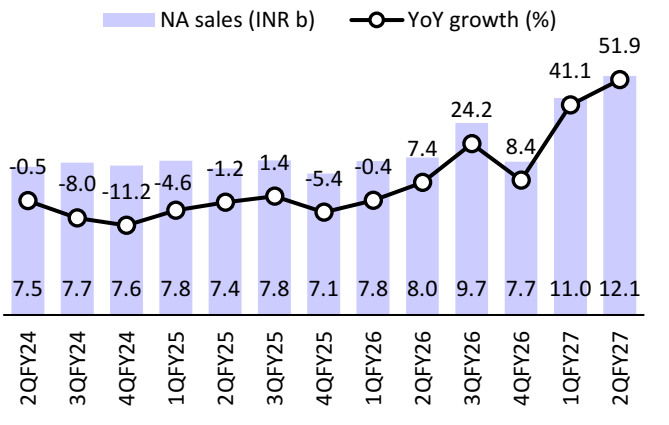
Key exhibits (including GLS revenue)

Exhibit 1: DF rebounded 7x YoY



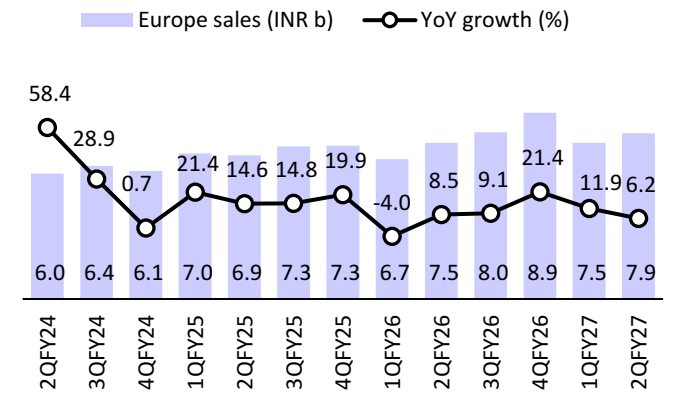
Source: MOFSL, Company

Exhibit 2: NA sales recorded ~52% YoY growth



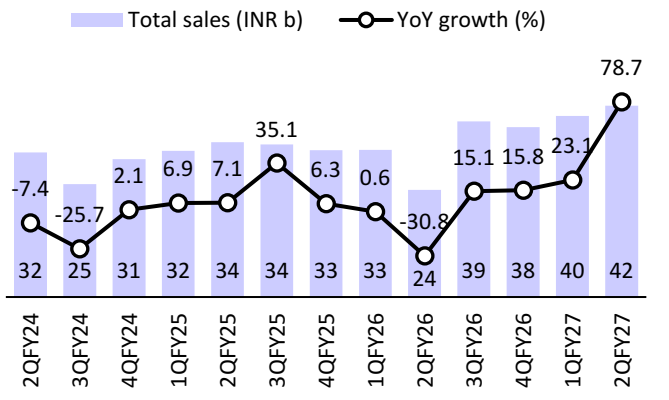
Source: MOFSL, Company

Exhibit 3: EU sales grew 6.2% YoY



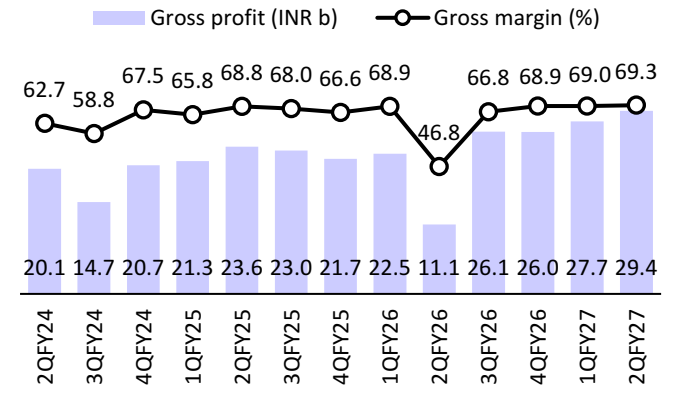
Note: Sales include GLS; Source: Company, MOFSL

Exhibit 4: Overall sales grew 78.7% YoY



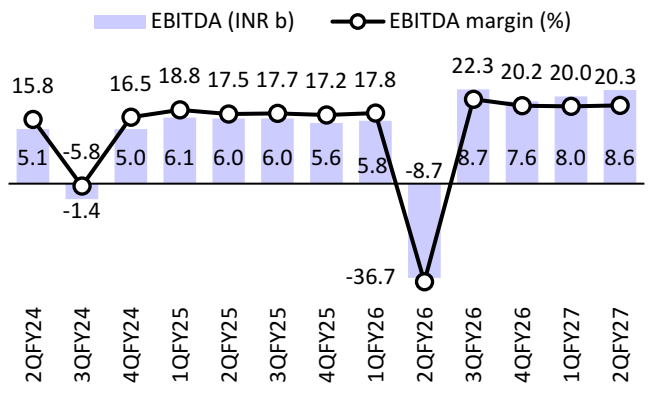
Note: Sales include GLS; Source: Company, MOFSL

Exhibit 5: Gross margin expanded 2,250bp in 2QFY27



Note: Sales include GLS; Source: Company, MOFSL

Exhibit 6: EBITDA margin ~ 20.5% in 2QFY27



Note: Sales include GLS; Source: Company, MOFSL

Strong execution across core markets; innovation pipeline advances

DF: Sustained outperformance via differentiated brand portfolio

- DF revenue grew 96% YoY/7x YoY to INR27.6b/INR13.3b in 1HFY27/2QFY27 on account of lower base.
- Secondary sales recorded 16.7% YoY growth in 2QFY27 (vs. IPM growth of 13.8%) and 15.7% YoY growth (vs IPM growth of 12.1%YoY) as per MAT Sep'26.
- GNP sustained strong growth in its core therapy areas like dermatology, respiratory, cardiac and oncology while maintaining leadership positions in its focus segments (No.2 in Dermatology, No.3 in Respiratory, and No.4 in Cardiac).
- Recent launches, including TEVIMBRA and BRUKINSA, continued to witness strong uptake, while differentiated respiratory products, NEBZMART GFB Smartules and AIRZ FB Smartules, supported growth in the chronic respiratory portfolio.
- Interestingly, JABRYUS (abrocitinib) was launched with Pfizer for moderate-to-severe atopic dermatitis, receiving encouraging dermatologist response.
- Consumer Care primary sales grew 46.5% YoY to INR1.2b in 2QFY27. CANDID delivered over 40%+ growth across variants, while SCALPE/BONTRESS recorded strong growth of ~35%/70% YoY growth and ELOVERA and EPISOFT maintained healthy momentum.
- We expect the DF segment to deliver a 26% CAGR over FY26-28, driven by continued market share gains, new launches in specialty therapies, and sustained momentum in the consumer healthcare portfolio.

NA: Respiratory pipeline to drive growth

- NA revenue grew 47%/52% YoY to INR23.1b/INR12.1b in 1HFY27/2QFY27, supported by strong underlying growth and deferred out-licensing income recognition for ISB-2001.
- Four products were launched in 2QFY27, including Sugammadex injection, fluticasone nasal spray and nintedanib capsules.
- Interestingly, Flovent 44 achieved ~22% market share and remains the sole generic in the market.
- Fluticasone nasal spray (Rx and OTC) commercialization is underway, while Flovent 110 and ipratropium launches are expected towards FY27-end.
- At Monroe, fulvestrant has been commercialized, with 3-4 additional products expected in FY27, including potentially sizeable iron complex products.
- In 2QFY27, the Goa manufacturing facility received Establishment Inspection Report (EIR) from the USFDA with VAI classification.
- We expect NA to remain a key growth driver, with a CAGR of 15% over FY26-28, supported by respiratory product launches, expanding specialty portfolio and pipeline commercialization.

EU: Rylatris/Winlevi to drive YoY growth

- Europe revenue rose 9%/6.2% YoY to INR15.4b/INR12.3b in 1HFY27/2QFY27.
- However, 2Q growth was subdued with softer demand in parts of Central and Eastern Europe, offset by momentum in several Western European markets.
- The branded portfolio continued to gain traction across Respiratory and Dermatology, with RYALTRIS increasing market share across multiple countries

- Increased investments in medical education, scientific congresses, physician outreach and digital engagement are expected to strengthen brand development.
- We expect Europe to deliver a CAGR of 9% over FY26-28, aided by increasing contribution from branded respiratory and dermatology products, continued RYALTRIS market share gains partially offset by slower growth in generics.

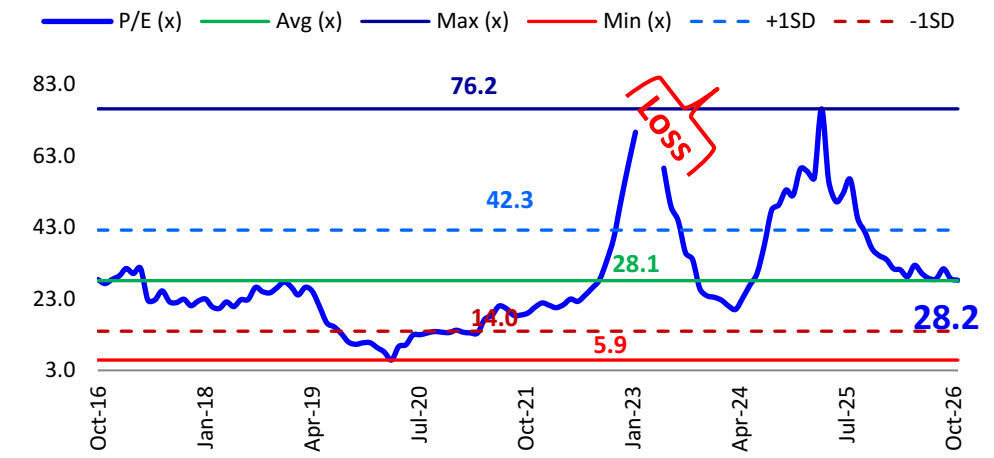
EM: Broad-based momentum across key geographies

- Emerging Markets (EM) revenue grew 31%/33% YoY to INR16.1b/INR8.8b in 1HFY27/2QFY27, led by strong performance across Russia, Latin America, Middle East & Africa, and Asia Pacific.
- The performance in secondary sales was driven by portfolio expansion and market share gains.
- Russia recorded healthy growth led by dermatology, while LATAM delivered strong performance across Brazil, Mexico and Colombia.
- Ryaltris was launched in Brazil during the quarter with encouraging initial traction. APAC remained one of the fastest-growing regions, supported by respiratory and dermatology brands.
- We expect EM to deliver a CAGR of 15% over FY26-28, supported, expansion of the respiratory portfolio, broader commercialization of RYALTRIS and strong oncology franchise.

Reiterate BUY

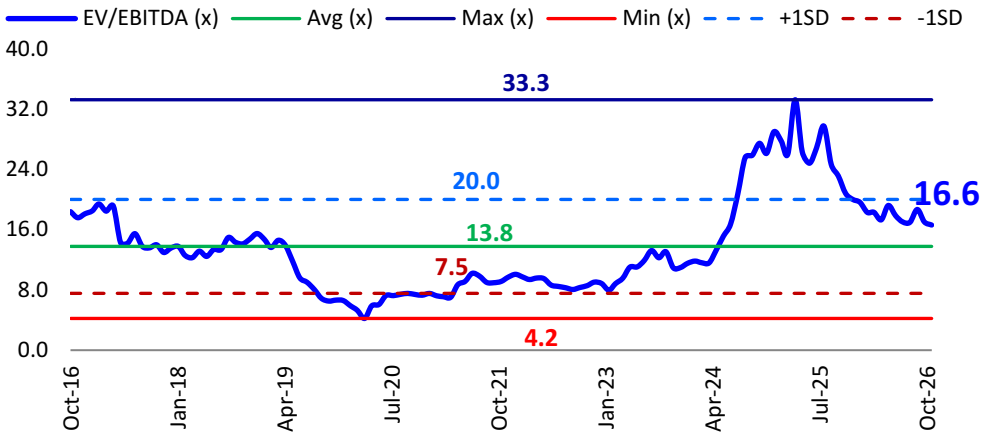
- We largely maintain our estimates for FY27/FY28. We value GNP at 26x 12-month forward earnings to arrive at a TP of INR3,000.
- The strategic reset in DF and new launches in NA has led to improved performance and better outlook going forward. The clinical development related to innovative oncology and immunology molecules are progressing on track. Also, the company intends to be gross debt zero by FY27, strengthening the balance sheet. Maintain BUY.

Exhibit 7: P/E chart



Source: MOFSL, Company, Bloomberg

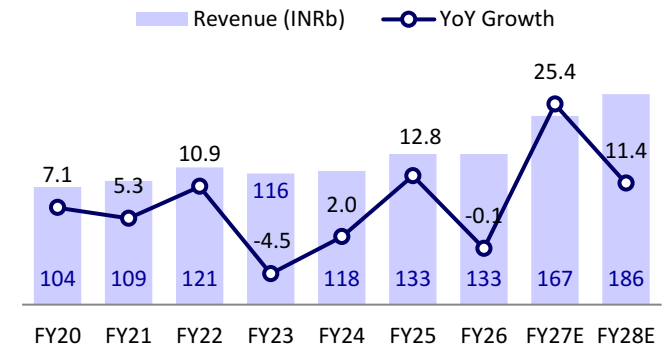
Exhibit 8: EV/EBITDA chart



Source: MOFSL, Company, Bloomberg

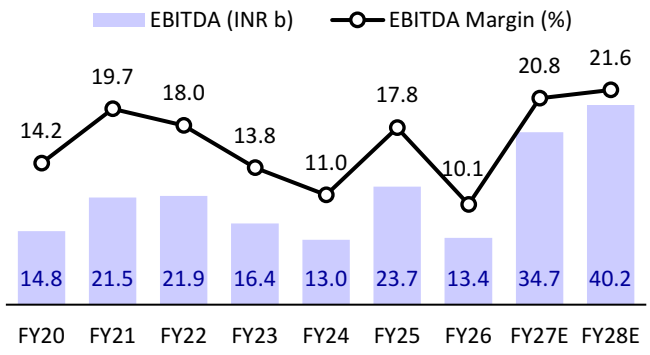
Story in charts

Exhibit 9: Expect sales CAGR of 18% over FY26-28



Source: Company, MOFSL

Exhibit 10: EBITDA margin to expand 1,150bp over FY26-28



Source: Company, MOFSL

Exhibit 11: R&D expenses to settle at ~8% of sales by FY28

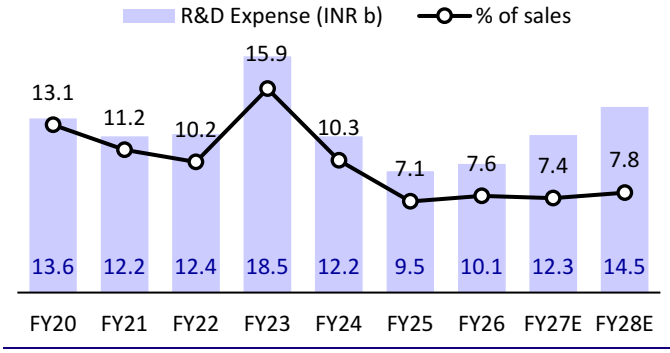
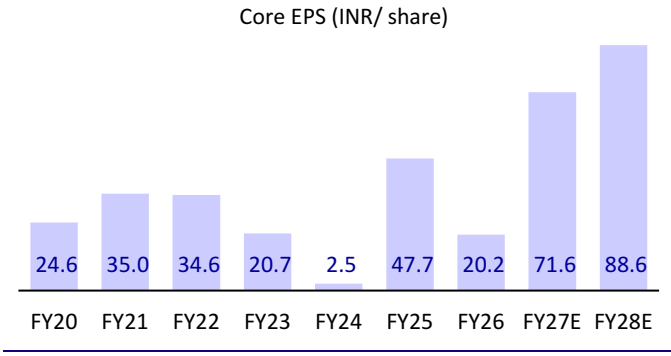
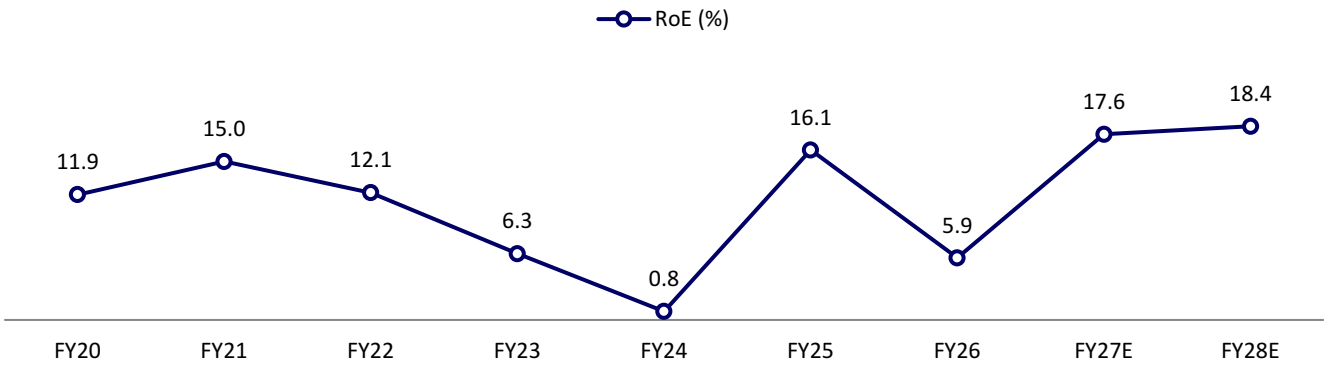


Exhibit 12: Expect strong EPS growth over FY26-28 with a CAGR of ~110%



Source: Company, MOFSL

Exhibit 13: Expect RoE to improve gradually over FY26-28



Source: Company, MOFSL

Note: Above charts exclude the GLS consolidation

Financials and valuations

Income Statement

Y/E March	FY22	FY23	FY24	FY25	FY26	FY27E	FY28E
Net Sales	**121,339**	**115,832**	**118,131**	**133,217**	**133,125**	**166,964**	**186,078**
Change (%)	10.9	-4.5	2.0	12.8	-0.1	25.4	11.4
EBITDA	**21,881**	**16,350**	**13,025**	**23,734**	**13,424**	**34,667**	**40,189**
Change (%)	1.6	-25.3	-20.3	82.2	-43.4	158.2	15.9
Margin (%)	18.0	14.1	11.0	17.8	10.1	20.8	21.6
Depreciation	4,867	5,692	5,819	4,860	5,735	7,140	7,542
EBIT	**17,014**	**10,658**	**7,206**	**18,874**	**7,689**	**27,527**	**32,647**
Interest	2,981	3,490	5,160	2,071	2,087	2,166	1,454
OI & forex gains/losses	617	2,889	8,400	1,067	4,606	923	1,116
PBT before EO Expense	**14,650**	**10,057**	**10,447**	**17,870**	**10,208**	**26,284**	**32,309**
Change (%)	4.1	-31.3	3.9	71.1	-42.9	157.5	22.9
Extra Ordinary Expense	237	7,659	10,082	3,878	-9,639	2,839	0
PBT after EO Exp.	**14,412**	**2,398**	**364**	**13,992**	**19,847**	**23,446**	**32,309**
Tax	4,476	3,294	18,673	3,521	6,229	5,459	7,303
Tax Rate (%)	31.1	137.3	5123.0	25.2	31.4	23.3	22.6
Reported PAT	**9,417**	**-1,697**	**-18,990**	**10,471**	**13,619**	**17,986**	**25,006**
Minority Interest	519	802	681	45	0	0	0
Adj PAT from continuing ops.	**9,752**	**5,836**	**701**	**13,466**	**5,704**	**20,202**	**25,007**
Change (%)	-1.2	-40.2	-88.0	1,821.0	-57.6	254.2	23.8
Margin (%)	8.0	5.0	0.6	10.1	4.3	12.1	13.4

Balance Sheet

Y/E March	FY22	FY23	FY24	FY25	FY26	FY27E	FY28E
Equity Share Capital	282	282	282	282	282	282	282
Net Worth	**90,866**	**94,739**	**78,479**	**88,494**	**105,121**	**124,133**	**147,951**
Minority Interest	3,515	3,653	-4	-4	-3	-3	-3
Loans	36,703	43,477	9,906	21,942	23,555	18,055	12,555
Deferred liabilities	-16546	-18054	-10494	-10655	-12454	-12453	-12452
Capital Employed	**114,538**	**123,816**	**77,887**	**99,777**	**116,219**	**129,732**	**148,051**
Gross Block	93,966	94,115	87,819	95,444	115,457	122,457	128,957
Less: Accum. Deprn.	34,206	39,898	45,717	50,577	56,312	63,452	70,994
Net Fixed Assets	**59,760**	**54,217**	**42,102**	**44,867**	**59,145**	**59,006**	**57,963**
Capital WIP	9,211	11,896	6,619	8,348	9,091	9,091	9,091
Investments	496	446	7,897	564	424	424	424
Intangibles (net)	22,854	22,925	10,920	11,674	20,250	20,250	20,250
Curr. Assets	**84,504**	**103,507**	**76,472**	**95,476**	**117,952**	**124,696**	**150,969**
Inventory	24,998	23,736	25,131	30,285	34,308	41,627	46,392
Account Receivables	31,011	36,652	18,584	33,419	49,634	47,573	52,510
Cash and Bank Balance	14,115	11,603	16,595	17,054	11,763	14,911	29,126
Others	14,379	31,516	16,163	14,717	22,249	20,585	22,941
Curr. Liability & Prov.	**39,433**	**46,251**	**55,202**	**49,477**	**70,393**	**63,484**	**70,396**
Account Payables	34,519	41,331	48,791	43,516	57,926	60,382	67,294
Provisions	4,914	4,920	6,411	5,961	12,467	3,102	3,102
Net Current Assets	**45,071**	**57,256**	**21,270**	**45,999**	**47,559**	**61,212**	**80,573**
Appl. of Funds	**114,538**	**123,816**	**77,887**	**99,777**	**116,219**	**129,732**	**148,051**

Financials and valuations

Ratios

Y/E March	FY22	FY23	FY24	FY25	FY26	FY27E	FY28E
Basic (INR)							
EPS (Fully diluted)*	**34.6**	**20.7**	**2.5**	**47.7**	**20.2**	**71.6**	**88.6**
Cash EPS	51.8	40.9	23.1	64.9	40.5	96.9	115.4
BV/Share	322.0	335.8	278.1	313.6	372.5	439.9	524.3
DPS	3.0	3.0	3.0	2.5	3.0	3.5	3.5
Payout (%)	10.8	60.0	-5.4	8.1	7.5	6.6	4.8
Valuation (x)							
P/E (Fully diluted)	75.0	125.4	1,043.7	54.3	128.3	36.2	29.3
Cash P/E	50.0	63.5	112.2	39.9	64.0	26.8	22.5
P/BV	8.1	7.7	9.3	8.3	7.0	5.9	4.9
EV/Sales	5.2	5.5	5.1	4.6	4.6	3.7	3.2
EV/EBITDA	28.8	39.1	46.1	25.8	46.1	17.6	14.7
Dividend Yield (%)	0.1	0.1	0.1	0.1	0.1	0.1	0.1
Return Ratios (%)							
RoE	12.1	6.3	0.8	16.1	5.9	17.6	18.4
RoCE	11.4	-4.2	-777.3	16.8	7.8	17.7	18.8
RoIC	15.3	2.2	-512.6	18.5	3.5	17.6	20.6
Working Capital Ratios							
Fixed Asset Turnover (x)	2.2	2.0	2.5	3.1	2.6	2.8	3.2
Debtor (Days)	93	115	57	92	136	104	103
Inventory (Days)	75	75	78	83	94	91	91
Working Capital (Days)	93	144	14	79	98	101	101
Leverage Ratio (x)							
Current Ratio	2.1	2.2	1.4	1.9	1.7	2.0	2.1
Net Debt/Equity	0.2	0.3	-0.1	0.1	0.1	0.0	-0.1

Cash Flow Statement (INRm)

Y/E March	FY22	FY23	FY24	FY25	FY26	FY27E	FY28E
Op. Profit/(Loss) before Tax	21,881	16,350	5,692	13,992	19,847	34,667	40,189
Interest/Dividends Recd.	617	2,889	5,001	1,631	1,674	923	1,116
Direct Taxes Paid	-5,963	-4,802	-10,475	-6,801	-7,830	-5,458	-7,302
(Inc)/Dec in WC	-8,097	-14,698	-7,970	-24,936	-4,471	-10,505	-5,146
CF from Operations	**8,438**	**-260**	**-7,751**	**-16,114**	**9,220**	**19,627**	**28,858**
EO Expense	237	7,659	9,010	3,728	22,661	2,839	0
CF frm Op.incl EO Exp.	**8,201**	**-7,919**	**-2,654**	**-8,276**	**34,451**	**16,788**	**28,858**
(Inc)/Dec in FA	-8,733	-2,834	-9,128	-7,483	-13,554	-7,000	-6,500
Free Cash Flow	**-533**	**-10,753**	**-11,782**	**-15,759**	**20,897**	**9,788**	**22,358**
(Pur)/Sale of Investments	-250	50	54,565	7,083	306	0	0
CF from Investments	**-8,983**	**-2,784**	**45,609**	**21**	**-12,832**	**-7,000**	**-6,500**
Change in Networth	11,822	6,589	12	0	8	2,214	0
Inc/(Dec) in Debt	-3,797	6,912	-31,684	12,005	-22,457	-5,500	-5,500
Interest Paid	-2,981	-3,490	-5,168	-2,074	-2,111	-2,166	-1,454
Dividend Paid	-1,019	-1,019	-1,178	-704	-1,410	-1,189	-1,189
CF from Fin. Activity	**3,516**	**8,992**	**-39,061**	**7,870**	**-27,087**	**-6,640**	**-8,143**
Inc/Dec of Cash	**2,733**	**-1,711**	**3,893**	**-385**	**-5,469**	**3,148**	**14,216**
Add: Beginning Balance	11,392	14,115	11,603	16,595	17,054	11,763	14,911
Forex Changes and Others	0	-802	1,098	844	178	0	0
Closing Balance	**14,115**	**11,603**	**16,594**	**17,054**	**11,763**	**14,911**	**29,126**

Investment in securities market are subject to market risks. Read all the related documents carefully before investing.

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.

Disclosures

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 and BSE enlistment no. 5028. 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 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 and is a member of Association of Portfolio Managers in India (APMI) for distribution of PMS products. Details of associate entities of Motilal Oswal Financial Services Ltd. are available on the website at http://onlinereports.motilaloswal.com/Dormant/documents/Associate%20Details.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 website at https://galaxy.motilaloswal.com/ResearchAnalyst/PublishViewLitigation.aspx. As per Regulatory requirements, Research Audit Report is uploaded on www.motilaloswal.com > MOFSL-Important Links > MOFSL Research Analyst Compliance Audit Report.

A graph of daily closing prices of securities is available at www.nseindia.com, www.bseindia.com. Research Analyst views on Subject Company may vary based on Fundamental 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 broker-dealer, Motilal Oswal Securities International Private Limited. ("MOSIPL"). Any business interaction pursuant to this report will have to be executed within the provisions of this chaperoning agreement.

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") (UEN 201129401Z), which is a holder of a capital markets services license and an exempt financial adviser in Singapore.This report is distributed solely to persons who (a) qualify as "institutional investors" as defined in section 4A(1)(c) of the Securities and Futures Act of Singapore ("SFA") or (b) are considered "accredited investors" as defined in section 2(1) of the Financial Advisers Regulations of Singapore read with section 4A(1)(a) of the SFA. Accordingly, if a recipient is neither an "institutional investor" nor an "accredited investor", they must immediately discontinue any use of this Report and inform MOCMSPL .

In respect of any matter arising from or in connection with the research you could contact the following representatives of MOCMSPL. In case of grievances for any of the services rendered by MOCMSPL write to grievances@motilaloswal.com.

Nainesh Rajani
Email: nainesh.rajani@motilaloswal.com
Contact: (+65) 8328 0276

Specific Disclosures

1. Research Analyst and/or his/her relatives do not have a financial interest in the subject company(ies), as they do not have equity holdings in the subject company(ies).
   MOFSL has financial interest in the subject company(ies) at the end of the week immediately preceding the date of publication of the Research Report: Yes.
   Nature of Financial interest is holding equity shares or derivatives of the subject company
2. Research Analyst and/or his/her relatives do not have actual/beneficial ownership of 1% or more securities in the subject company(ies) at the end of the month immediately preceding the date of publication of Research Report.
   MOFSL has actual/beneficial ownership of 1% or more securities of the subject company(ies) at the end of the month immediately preceding the date of publication of Research Report:No
3. Research Analyst and/or his/her relatives have not received compensation/other benefits from the subject company(ies) in the past 12 months.
   MOFSL may have received compensation from the subject company(ies) in the past 12 months.
4. Research Analyst and/or his/her relatives do not have material conflict of interest in the subject company at the time of publication of research report.
   MOFSL does not have material conflict of interest in the subject company at the time of publication of research report.
5. Research Analyst has not served as an officer, director or employee of subject company(ies).
6. MOFSL has not acted as a manager or co-manager of public offering of securities of the subject company in past 12 months.
7. MOFSL has not received compensation for investment banking /merchant banking/brokerage services from the subject company(ies) in the past 12 months.
8. MOFSL may have received any compensation for products or services other than investment banking or merchant banking or brokerage services from the subject company(ies) in the past 12 months.
9. MOFSL may have received compensation or other benefits from the subject company(ies) or third party in connection with the research report.
10. MOFSL has not engaged in market making activity for the subject company.

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.

This report is meant for the clients of Motilal Oswal only.

Investment in securities market are subject to market risks. Read all the related documents carefully before investing.

Registration granted by SEBI, enlistment as RA with Exchange and certification from NISM in no way guarantee performance of the intermediary or provide any assurance of returns to investors

Registered Office Address: Motilal Oswal Tower, Rahimtullah Sayani Road, Opposite Parel ST Depot, Prabhadevi, Mumbai-400025; Tel No.: 022 - 71934200 / 71934263; 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.:022-40548085.

Grievance Redressal Cell:

Contact Person	Contact No.	Email ID
Ms. Hemangi Date	022 40548000 / 022 67490600	query@motilaloswal.com
Ms. Kumud Upadhyay	022 40548082	servicehead@motilaloswal.com
Mr. Ajay Menon	022 40548083	am@motilaloswal.com
Mr. Neeraj Agarwal	022 40548085	na@motilaloswal.com
Mr. Siddhartha Khemka	022 50362452	po.research@motilaloswal.com

Registration details of group entities.: Motilal Oswal Financial Services Ltd. (MOFSL): INZ000158836 (BSE/NSE/MCX/NCDEX); CDSL and NSDL: IN-DP-16-2015; Research Analyst: INH000000412, BSE enlistment no. 5028, AMFI registered Mutual Fund Distributor and SIF Distributor: ARN .: 146822. IRDA Corporate Agent – CA0579, APMI: APRN00233. 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.