Aurobindo Pharma (AURPHA)

Target: ₹ 1785(22%)

Target Period: 12 months

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August 13, 2024

Growth levers in place for a stable future ...

About the stock: Aurobindo is a leading export driven global producer of generic formulations and APIs with major presence in the US and Europe. The company's broad product portfolio, which is backed by a vertically integrated model, encompasses seven key therapeutic/product areas, including CNS, anti-retroviral, CVS, antibiotics, gastroenterological, anti-diabetics and anti-allergic. The company has forayed into complex areas of injectables, oncology OSDs and biosimilars.

- Q1FY25 Sales break-up- US formulations- 47%, Europe- 26%, APIs- 14%, RoW (Growth markets- 9% and ARV- 3%)
- Q1FY25 US Formulation revenue mix Gx Orals- 65%, Specialty & Injectables- 23.9%, Branded Oncology- 6.6%, OTC – 4.6%

Investment Rationale:

CMP: ₹ 1462

- Q1FY25-Revenue growth a tad lower but margins strong Revenues grew ~11% YoY to ₹7567 crore driven by formulations growth across segments. US grew 8% to ₹3555 crore and the slow down, as expected, was attributable to just 7% growth in Specialty & Injectables (~24% of US sales) where the company has undertaken remediation measures at the key Eugia III plant. Europe grew 8% to ₹1982 crore. Growth Markets grew 46% YoY to ₹709 core (including India formulations) on the back of new launches. ARV grew 21% to ₹229 crore. APIs grew 6% to ₹1092 crore. EBITDA grew 41% YoY to ₹1620 crore while EBITDA margins were improved 460 bps to 21.4%. EBITDA growth was mainly driven by strong GPM improvement (~545 bps YoY to 59.4%). Adjusted PAT grew 44% YoY to ₹918.2 crore.
- Despite Eugia III induced slowdown, outlook remains promising The company has already taken an optical hit of ~US\$ 30-40 million in Q4 and Q1 to address the plant related issues at Eugia III and incurred US\$ 8-9 million on remediation costs. The Vizag plant has been developed as a back-up and the approvals are expected by the end of the fiscal. What stood out during this was the margin improvement despite loss of business and remediation costs. Although the management has reiterated 21-22% EBITDA guidance for FY25, we expect the company to surpass the same on the back of better GPM outlook and launch momentum (including injectables). Going ahead, with possible improvement in the US injectables business, continuing decent momentum in Europe and Growth markets, and commencement and ramp-up of Pen G production, we believe the company is well poised to maintain a decent growth momentum with margin improvement. Long-drawn biosimilars strategy with a dedicated team is another thought out futuristic approach for growth.

Rating and Target price

• Our target price is ₹ 1785 based on 22x FY26E EPS of ₹ 81.1.



Particulars	
Particular	Amount
Market Capitalisation	₹ 85664 crore
Debt (FY24)	₹ 6648 crore
Cash (FY24)	₹ 3393 crore
EV	₹ 88918 crore
52 week H/L (₹)	1497/815
Equity capital	₹ 58.6 crore
Face value	₹1

Shareholding pattern											
(in %)	Sep-23	Dec-23	Mar-24	Jun-24							
Promoter	51.8	51.8	51.8	51.8							
Flls	22.5	20.7	18.0	16.7							
DIIs	18.3	20.6	23.3	24.8							
Others	7.4	6.8	6.9	6.7							



Key risks

- (i) Slower ramp up in new launches especially in the US.
- (ii) Regulatory issues which keep on emerging.

Research Analyst

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Key Financial	Summary	/							
Key Financials (₹ crore)	FY20	FY21	FY22	FY23	3 year CAGR (FY20-23)	FY24	FY25E	FY26E	3 year CAGR (FY23-26E)
Revenues (₹ crore)	23098.5	24774.6	23455.5	24855.2	2.5	29000.4	31489.2	34442.5	11.5
EBITDA (₹ crore)	4815.7	5333.4	4386.8	3683.8	-8.5	5827.3	6918.5	8082.9	29.9
EBITDA margins (%)	20.8	21.5	18.7	14.8	•	20.1	22.0	23.5	
Net Profit (₹ crore)	2857.1	3223.9	2776.1	1934.9	-12.2	3390.2	3813.9	4753.1	34.9
EPS (₹)	48.8	55.0	47.4	33.0		57.9	65.1	81.1	
PE (x)	30.3	16.1	32.4	44.3		27.0	22.5	18.0	
EV/EBITDA (%)	18.2	15.9	19.0	23.3		15.1	12.4	10.1	
ROE (%)	17.0	14.7	11.3	7.2		11.4	11.4	12.6	
ROCE (%)	17.2	16.9	12.9	8.6		13.7	15.5	16.9	

Source: Company, ICICI Direct Research



Exhibit 1: Quarterl	y Sumr	nary														
(₹ Crore)	Q1FY22	Q2FY22	Q3FY22	Q4FY22	Q4FY22	Q1FY23	Q2FY23	Q3FY23	Q4FY23	Q1FY24	Q2FY24	Q3FY24	Q4FY24	Q1FY25	YoY (%)	QoQ(%
Total Operating Income	5702.0	5941.9	6002.2	5809.4	5809.4	6235.9	5739.2	6407.1	6473.0	6850.0	7219.0	7351.0	7580.4	7567.0	10.5	-0.2
Raw Material Expenses	2366.2	2505.6	2744.2	2524.2	2524.2	2886.7	2568.0	2907.5	2931.0	3154.7	3236.7	3150.6	3060.9	3072.7	-2.6	0.4
% of revenue	41.5	42.2	45.7	43.5	43.5	46.3	44.7	45.4	45.3	46.1	44.8	42.9	40.4	40.6	-545 bps	23 bps
Gross Profit	3335.8	3436.3	3258.0	3285.2	3285.2	3349.2	3171.2	3499.6	3542.0	3695.3	3982.3	4200.4	4519.5	4494.3	21.6	-0.6
GPM (%)	58.5	57.8	54.3	56.5	56.5	53.7	55.3	54.6	54.7	53.9	55.2	57.1	59.6	59.4	545 bps	-23 bps
Employee Expenses	869.9	858.9	868.9	853.2	853.2	880.2	868.5	921.7	851.9	952.0	955.0	989.7	1026.3	1072.0	12.6	4.4
% of revenue	15.3	14.5	14.5	14.7	14.7	14.1	15.1	14.4	13.2	13.9	13.2	13.5	13.5	14.2	27 bps	63 bps
Other Manufacturing Expens	1256.4	1390.7	1372.8	1457.5	1457.5	1532.6	1512.1	1623.4	1687.9	1592.5	1624.5	1610.2	1820.1	1802.8	13.2	-1.0
% revenues	22.0	23.4	22.9	25.1	25.1	24.6	26.3	25.3	26.1	23.2	22.5	21.9	24.0	23.8	58 bps	-19 bps
Total Expenditure	4492.6	4755.2	4986.0	4835.0	4835.0	5299.4	4948.5	5452.6	5470.8	5699.2	5816.2	5750.5	5907.3	5947.5	4.4	0.7
% of revenue	78.8	80.0	83.1	83.2	83.2	85.0	86.2	85.1	84.5	83.2	80.6	78.2	77.9	78.6	-460 bps	67 bps
EBITDA	1209.4	1186.7	1016.3	974.4	974.4	936.5	790.7	954.5	1002.2	1150.9	1402.8	1600.5	1673.1	1619.6	40.7	-3.2
EBITDA Margins (%)	21.2	20.0	16.9	16.8	16.8	15.0	13.8	14.9	15.5	16.8	19.4	21.8	22.1	21.4	460 bps	-67 bps
Depreciation	279.7	294.2	299.1	253.6	253.6	279.5	298.1	321.4	345.6	326.6	417.5	423.3	354.3	404.2	23.8	14.1
Interest	12.9	10.4	16.1	9.2	9.2	14.6	25.3	45.0	55.6	56.6	68.2	75.6	89.4	111.0	96.4	24.2
Other Income	109.9	96.6	65.0	48.9	48.9	40.6	57.2	92.7	134.9	116.3	187.0	162.5	135.6	220.9	89.9	62.9
Less: Forex & Exceptional Ite	0.0	0.0	-34.8	162.8	162.8	0.0	0.0	0.0	0.0	69.8	29.8	0.0	122.1	0.0		
PBT	1026.7	978.7	800.9	597.7	597.7	683.0	524.5	680.8	735.9	814.3	1074.3	1264.2	1242.8	1325.3	62.7	6.6
Total Tax	247.7	270.9	189.5	17.5	17.5	158.6	113.0	189.1	224.2	242.3	323.7	322.5	322.6	405.7	67.4	25.8
Tax rate (%)	24.1	27.7	23.7	2.9	2.9	23.2	21.5	27.8	30.5	29.8	30.1	25.5	26.0	30.6	85 bps	466 bps
Profit from Associates	-9.0	-11.1	-7.1	-4.1	-4.1	-4.0	-1.2	0.0	0.0	-2.8	0.9	-2.6	-12.7	-1.4		
PAT before MI	770.0	696.7	604.3	576.1	576.1	520.4	410.3	491.7	511.7	569.2	751.5	939.2	907.6	918.2	61.3	1.2
Minority Interest	0.0	-0.3	-0.4	-0.3	-0.3	-0.2	-0.1	-0.3	-0.4	-0.3	-0.3	-0.4	0.0	0.0		
Adjusted PAT	770.0	697.0	569.9	734.5	734.5	520.5	410.4	491.9	512.1	639.2	781.7	939.6	1029.7	918.2	43.6	-10.8
EPS (₹)	13.1	11.9	10.3	9.8	9.8	8.9	7.0	8.4	8.7	9.7	12.8	16.0	15.5	15.7		

Source: Company, ICICI Direct Research

Q1FY25 Results / Conference call highlights

- The European market is expected to go northwards € 880-900 million for this financial year owing to new launches in the coming period.
- Management expects to ramp up Pen-G large-scale commercialization from October FY24.
- Capex of around 95% is done for the Pen-G plant and rest 5% will be done then and there according to requirement.
- The management expects the European business to perform better or at least sustain the current performance.
- Price erosion is in the range of low single digits for Injectables business in the US
- Patient recruitment for the trial of Denosumab has been completed in Europe. The clinical study is expected to be completed by June next year and filling with EMA and FDA is expected by Q2 next year.
- Remediation costs for Eugia 3 were US \$ 9 million in Q1FY25 and the management expects another US\$ 2 million to be incurred in Q2FY25.
- Biosimilar to Omalizumab has successfully completed phase 1 study in Australia and currently undergoing phase 3 clinical trial on 600 chronic urticaria subjects in Europe, expected to be completed by mid-next year.
- OTC business has remained soft in Q1FY25 due to seasonality and is expected to see progress in Q2FY25.
- Trastuzumab filing has got delayed and is expected to be filed in next 4-8 weeks. Tocilizumab is expected to be filed in next 3-4 months.
- Overall tax rate is expected to be around 27-28%.
- The Eugia Vizag plant is up and running, once GMP is received from European authorities it is expected to start filling products in Europe. Management expects the revenue to start FY26 onwards.
- Management stated that the Bhiwadi plant doesn't need remediation it only needs clarification to be made.
- From Q2FY25 onwards the Generic injectable business is expected to be back to the pre-disruption levels.
- The China plant is expected to be commercialized from Q3FY25 and the ramp up is expected from Q4FY25. Full-fledged volumes are expected only in the next fiscal year.



Financial Tables

Exhibit 2: Profit and loss	statemen	t		₹ crore
(Year-end March)	FY23	FY24	FY25E	FY26E
Revenues	24,855.2	29,000.4	31,489.2	34,442.5
Growth (%)	6.0	16.7	8.6	9.4
Raw Material Expenses	11,293.2	12,602.9	12,959.1	14,033.1
Employee Expenses	3,522.3	3,922.9	4,540.7	4,994.2
Other Manufacturing Expenses	6,356.0	6,647.3	7,070.9	7,332.3
Total Operating Expenditure	21,171.4	23,173.2	24,570.7	26,359.5
EBITDA	3,683.8	5,827.3	6,918.5	8,082.9
Growth (%)	-16.0	58.2	18.7	16.8
Interest	140.5	289.7	444.2	314.7
Depreciation	1,244.6	1,521.7	1,616.7	1,677.3
Other Income	325.4	601.5	579.8	516.6
PBT before Exceptional Items	2,624.1	4,617.3	5,437.4	6,607.6
Less: Forex & Exceptional Items	0.0	221.7	0.0	0.0
PBT	2,624.1	4,395.7	5,437.4	6,607.6
Total Tax	684.9	1,211.0	1,618.9	1,850.1
PAT before MI	1,939.3	3,184.7	3,818.5	4,757.4
Minorities and Associates	-4.3	-16.1	-4.6	-4.4
PAT	1,934.9	3,168.5	3,813.9	4,753.1
Adjusted PAT	1,934.9	3,390.2	3,813.9	4,753.1
Growth (%)	-30.3	75.2	12.5	24.6
EPS (Diluted)	33.0	54.1	65.1	81.1
EPS (Adjusted)	33.0	57.9	65.1	81.1

Source: Company, ICICI Direct Research

Exhibit 4: Balance Sheet				₹ crore
(Year-end March)	FY23	FY24	FY25E	FY26E
Equity Capital	58.6	58.6	58.6	58.6
Reserve and Surplus	26,798.3	29,784.2	33,406.9	37,792.6
Total Shareholders funds	26,856.9	29,842.8	33,465.5	37,851.2
Total Debt	5,286.1	6,647.6	5,147.6	3,647.6
Deferred Tax Liability	389.6	356.6	392.2	431.4
Minority Interest	12.0	8.0	9.0	10.0
Long term Provisions	172.7	225.7	252.8	283.1
Other Non Current Liabilities	41.5	51.9	54.5	57.2
Source of Funds	32,759	37,133	39,322	42,281
Gross Block - Fixed Assets	17,650.5	21,442.8	22,692.8	19,441.5
Accumulated Depreciation	6,714.9	7,443.1	9,059.8	8,507.0
Net Block	10,935.6	13,999.8	13,633.1	10,934.5
Capital WIP	5,390.0	3,868.7	4,218.7	3,239.4
Net Fixed Assets	16,325.6	17,868.5	17,851.8	14,173.9
Goodwill on Consolidation	596.0	595.2	595.2	595.2
Investments	542.7	372.2	372.2	372.2
Inventory	8,511.2	9,808.2	9,941.3	10,765.1
Cash	4,413.4	3,393.5	4,223.0	6,695.3
Debtors	4,466.4	4,816.7	5,607.7	6,133.6
Loans & Advances & Other CA	2,332.8	3,251.8	3,510.9	3,790.7
Total Current Assets	21,520.7	24,053.0	26,168.6	33,271.3
Creditors	3,871.3	4,454.2	4,260.5	4,613.6
Provisions & Other CL	3,276.7	3,484.8	3,763.6	4,064.6
Total Current Liabilities	7,147.9	7,938.9	8,024.1	8,678.2
Net Current Assets	14,263.8	16,216.1	18,143.6	21,591.3
LT L& A, Other Assets	861.3	970.1	1047.7	1,131.5
Deferred Tax Assets	677.4	1,212.6	1,309.7	1,414.4
Application of Funds	32,759	37,133	39,321	42,280

Source: Company, ICICI Direct Research

Exhibit 3: Cash flow statem	nent			₹ crore
(Year-end March)	FY23	FY24	FY25E	FY26E
Profit/(Loss) after taxation	1,895.3	2,613.4	3,813.9	4,753.1
Add: Depreciation & Amortization	1,244.6	1,521.7	1,616.7	1,677.3
Net Increase in Current Assets	-1,933.1	-2,410.4	-1,183.1	-1,629.6
Net Increase in Current Liabilities	838.2	735.4	85.2	654.2
CF from operating activities	2,386.8	2,434.5	4,776.8	5,769.6
(Purchase)/Sale of Fixed Assets	-2,709.3	-3,501.2	-1,600.0	-1,000.0
(Inc)/dec in Investments	442.8	153.5	0.0	0.0
Others	-1,711.2	-908.2	-108.3	-115.2
CF from investing activities	-3,977.8	-4,256.0	-1,708.3	-1,115.2
Issue of Equity Shares	0.0	0.0	0.0	0.0
Inc / (Dec) in Debt	2,365.1	1,461.3	-1,500.0	-1,500.0
Dividend & Dividend Tax	-439.5	-263.6	-294.8	-367.4
others	-111.2	-396.2	-444.2	-314.7
CF from financing activities	1,814.4	801.5	-2,239.0	-2,182.1
Net Cash flow	223.4	-1,019.9	829.6	2,472.3
Opening Cash	4,190.0	4,413.4	3,393.5	4,223.0
Closing Cash	4,413.4	3,393.5	4,223.0	6,695.3
Free Cash Flow	-322.6	-1,066.7	3,176.8	4,769.6
Free Cash Flow (US\$)	-45.6	-144.1	431.2	645.1

Source: Company, ICICI Direct Research

(Year-end March)	FY23	FY24	FY25E	FY26E
Per share data (₹)				
Adjusted EPS (Diluted)	33.0	57.9	65.1	81.1
BV per share	458.3	509.3	571.1	645.9
Dividend per share	7.5	4.5	5.0	6.3
Cash Per Share	75.3	57.9	72.1	114.3
Operating Ratios (%)				
Gross Profit Margins	54.6	56.5	58.8	59.3
EBITDA margins	14.8	20.1	22.0	23.5
Net Profit margins	7.8	11.7	12.1	13.8
Inventory days	275	284	280	280
Debtor days	66	61	65	65
Creditor days	125	129	120	120
Asset Turnover	1.7	1.5	1.6	1.9
EBITDA Conversion Rate	64.8	41.8	69.0	71.4
Return Ratios (%)				
RoE	7.2	11.4	11.4	12.6
RoCE	8.6	13.7	15.5	16.9
RoIC	11.1	15.2	18.1	21.5
Valuation Ratios (x)				
P/E	44.3	27.0	22.5	18.0
EV / EBITDA	23.3	15.1	12.4	10.1
EV / Net Sales	3.4	3.0	2.7	2.4
Market Cap / Sales	3.4	2.9	2.7	2.5
Price to Book Value	3.2	2.9	2.6	2.3
Solvency Ratios				
Debt / Equity	0.2	0.2	0.2	0.1
Debt / EBITDA	1.4	1.1	0.7	0.5
Current Ratio	2.1	2.3	2.4	2.4
Quick Ratio	1.0	1.0	1.1	1.1
Net debt/Equity	0.0	0.1	0.0	-0.1
Working Capital Cycle	216	216	225	225

Source: Company, ICICI Direct Research

ANALYST CERTIFICATION

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