

August 18, 2020

Q1FY21 Result Update

■ Change in Estimates | ■ Target | ■ Reco

Change in Estimates

| | Current | | Previous | |
|----------------|----------|----------|----------|----------|
| | FY22E | FY23E | FY22E | FY23E |
| Rating | SELL | | SELL | |
| Target Price | 365 | | 365 | |
| Sales (Rs. m) | 1,19,180 | 1,28,470 | 1,19,180 | 1,28,470 |
| % Chng. | - | - | - | - |
| EBITDA (Rs. m) | 17,221 | 18,564 | 17,221 | 18,564 |
| % Chng. | - | - | - | - |
| EPS (Rs.) | 30.4 | 41.4 | 30.4 | 41.4 |
| % Chng. | - | - | - | - |

Key Financials - Consolidated

| Y/e Mar | FY20 | FY21E | FY22E | FY23E |
|----------------|----------|----------|----------|----------|
| Sales (Rs. m) | 1,03,972 | 1,10,663 | 1,19,180 | 1,28,470 |
| EBITDA (Rs. m) | 14,543 | 15,493 | 17,221 | 18,564 |
| Margin (%) | 14.0 | 14.0 | 14.5 | 14.5 |
| PAT (Rs. m) | 7,760 | 7,573 | 8,572 | 11,687 |
| EPS (Rs.) | 27.5 | 26.8 | 30.4 | 41.4 |
| Gr. (%) | (16.1) | (2.4) | 13.2 | 36.3 |
| DPS (Rs.) | 2.0 | 2.0 | 2.0 | 2.0 |
| Yield (%) | 0.4 | 0.4 | 0.4 | 0.4 |
| RoE (%) | 13.3 | 11.8 | 12.0 | 14.4 |
| RoCE (%) | 10.4 | 10.2 | 11.1 | 13.9 |
| EV/Sales (x) | 1.6 | 1.5 | 1.3 | 1.2 |
| EV/EBITDA (x) | 11.6 | 10.5 | 9.2 | 8.4 |
| PE (x) | 17.5 | 17.9 | 15.8 | 11.6 |
| P/BV (x) | 2.2 | 2.0 | 1.8 | 1.6 |

Key Data

GLEN.BO | GNP IN

| | |
|---------------------|----------------------|
| 52-W High / Low | Rs.573 / Rs.162 |
| Sensex / Nifty | 38,051 / 11,247 |
| Market Cap | Rs.136bn / \$ 1,811m |
| Shares Outstanding | 282m |
| 3M Avg. Daily Value | Rs.7414.35m |

Shareholding Pattern (%)

| | |
|-------------------------|-------|
| Promoter's | 46.62 |
| Foreign | 23.40 |
| Domestic Institution | 5.54 |
| Public & Others | 24.44 |
| Promoter Pledge (Rs bn) | - |

Stock Performance (%)

| | 1M | 6M | 12M |
|----------|------|------|------|
| Absolute | 11.8 | 54.8 | 33.1 |
| Relative | 8.8 | 67.1 | 30.6 |

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US derma continue to be drag for growth

Quick Pointers:

- US derma portfolio (35% of US sales) continues to witness strong price erosion
- Guided for unattainable 19% EBITDAM for FY21E (v/s 14% in FY20)

1QFY21 earnings were mixed bag with revenue lower than our estimate however EBITDA, EBITDAM and PAT were higher due to lower SG&A (operating leverage). We continue to maintain SELL and retain TP of Rs365(12x PE of FY22E) as its core business continues to witness headwinds that may impact growth and margin. GNP is our top sell idea as 1) US derma portfolio (35% of US revenue) continues to witness 15-20% price erosion, 2) has thin product pipeline for US market with guidance of 8-10 new launches for FY21E and only 44 pending ANDA's, 3) 60-65% of R&D spend towards low visibility specialty products, 4) insignificant EBITDA contribution from the new Monroe facility even with qualitative approvals (due to higher operating cost), 5)USD appreciation may increase gross debts and 6)LATAM and Semi-regulated markets may get impacted due to COVID and currency volatility. GNP guided that its EBITDAM 19% in 1QFY21 may likely be achievable for FY21E due to lower SG&A. We believe SG&A decline of 34% QoQ and 24% YoY looks unattainable, adding that once COVID cases decline its marketing and travelling costs are expected to get back to normal level.

Positive surprise at EBITDA level due to lower SG&A: Revenue declined 15% QoQ to Rs23bn (PL: Rs25.7bn). India formulations grew 4% YoY while US/Semi-regulated/LATAM/Europe declined QoQ to 2.5%/ 37%/ 63%/ 34%. In 4QFY20, it had one-time opportunity from Europe. EBITDA grew 8% QoQ to Rs4.4bn (PL: Rs3.8bn) and EBITDAM was 19.2% (PL: 15%) v/s 15% QoQ due to lower SG&A. PBT and PAT grew 15% QoQ to Rs3.2bn (PL: Rs2.2bn) and Rs2.5bn (PL: Rs1.6bn). PAT was higher by Rs280m in 1QFY21 due to gain from sale of Vwash brand.

Conference Call and Key Highlights

- India:** Domestic formulation grew 4% YoY as April-May were impacted due to lockdown. Its consumer business declined by 15% YoY due to disruption at supply channel. GNP launched Favipiravir in last week June CY20 and its revenue would be included in 2QFY21. As per IPM, GNP made sales of Rs620m of Favipiravir in Jul CY20 respectively.
- US:** Revenue was US\$98m v/s US\$105m (Q4FY20) and US\$112m (Q3FY20). Its derma products (35% of US revenue) observed a 15% price erosion due to competition in Mupirocin, Atomoxetine HCL, and Calcipotriene during the quarter. GNP has a weak product pipeline of only 44 ANDA's pending and guided for only 8-10 new launches. GNP would response to Ryaltris CRL soon, while Monroe facility benefits may be insignificant at EBITDA/PAT level, despite qualitative approvals (injectable and nebulizers) because of higher operating expense of the new facility.

- Europe:** Declined 33% QoQ as 4QFY20 had one-time opportunity from the Italian market as one of its competitors was not able to supply adequately. GNP generates 40% of Europe revenue from in-licensed products. The company has filed Ryaltris with regulators and is seeking partners in European markets and alongside guided for launch in FY21E.
- LatAm:** Revenue declined 63% QoQ due to lower business opportunities and weak currency. The Brazilian subsidiary recorded good growth in constant currency on account of the three in-licensed products while Mexico subsidiary declined by 33% YoY. GNP guided for gradual uptick in revenues from 2QFY21 but currency could become a spoiler.
- Semi-Regulated Market:** Declined 37% QoQ due to subdued demand in Russia and Asian countries. Russian subsidiary showed de-growth of 23% YoY mainly due to currency devaluation.
- Debt and CAPEX:** Gross debt was Rs48.5bn in 1QFY21 while net debt was Rs36bn. GNP repaid debt Rs1.8bn in 1QFY21 while gross debt increased by Rs200m due to USD appreciation. Its Rs4bn debt to be refinanced in FY21E and guided to monetize one more non-core asset to reduce debt. CAPEX for FY20 was Rs9bn and guided for Rs7-8bn in FY21E with Rs6bn towards routine CAPEX while rest towards in-license deals.

Exhibit 1: Q1FY21 Result Overview (Rs mn)

| Y/e March | Q1FY21 | Q1FY20 | YoY gr. (%) | Q4FY20 | FY21E | FY20 | YoY gr. (%) |
|-----------------------|---------------|---------------|--------------|---------------|-----------------|-----------------|--------------|
| Net Sales | 23,093 | 22,836 | 1.1 | 27,113 | 1,10,663 | 1,03,972 | 6.4 |
| Raw Material | 8,084 | 8,101 | (0.2) | 9,761 | 39,009 | 36,986 | 5.5 |
| <i>% of Net Sales</i> | <i>35.0</i> | <i>35.5</i> | | <i>36.0</i> | <i>35.3</i> | <i>35.6</i> | |
| Employee Costs | 5,096 | 4,867 | 4.7 | 5,242 | 24,069 | 22,548 | 6.7 |
| <i>% of Net Sales</i> | <i>22.1</i> | <i>21.3</i> | | <i>19.3</i> | <i>21.8</i> | <i>21.7</i> | |
| Others | 5,487 | 6,842 | (19.8) | 8,015 | 32,092 | 29,895 | 7.4 |
| <i>% of Net Sales</i> | <i>23.8</i> | <i>30.0</i> | | <i>29.6</i> | <i>29.0</i> | <i>28.8</i> | |
| Total Expenditure | 18,667 | 19,810 | (5.8) | 23,018 | 95,170 | 89,429 | 6.4 |
| EBITDA | 4,426 | 3,026 | 46.2 | 4,095 | 15,493 | 14,543 | 6.5 |
| <i>Margin (%)</i> | <i>19.2</i> | <i>13.3</i> | | <i>15.1</i> | <i>14.0</i> | <i>14.0</i> | |
| Depreciation | 1,132 | 907 | 24.8 | 1,263 | 4,622 | 4,172 | 10.8 |
| EBIT | 3,293 | 2,119 | 55.4 | 2,832 | 10,871 | 10,372 | 4.8 |
| Other Income | 940 | 409 | 129.6 | 1,004 | 3,630 | 4,033 | (10.0) |
| Interest | 937 | 930 | 0.8 | 985 | 3,835 | 3,773 | 1.6 |
| PBT | 3,296 | 1,598 | 106.2 | 2,851 | 10,666 | 10,632 | 0.3 |
| Extra-Ord. Inc./Exps. | (280) | - | | (329) | - | (329) | |
| Total Taxes | 1,036 | 506 | 104.9 | 977 | 3,093 | 3,201 | (3.4) |
| <i>ETR (%)</i> | <i>31.4</i> | <i>31.6</i> | | <i>34.3</i> | <i>29.0</i> | <i>30.1</i> | |
| Reported PAT | 2,540 | 1,093 | 132.5 | 2,203 | 7,573 | 7,760 | (2.4) |

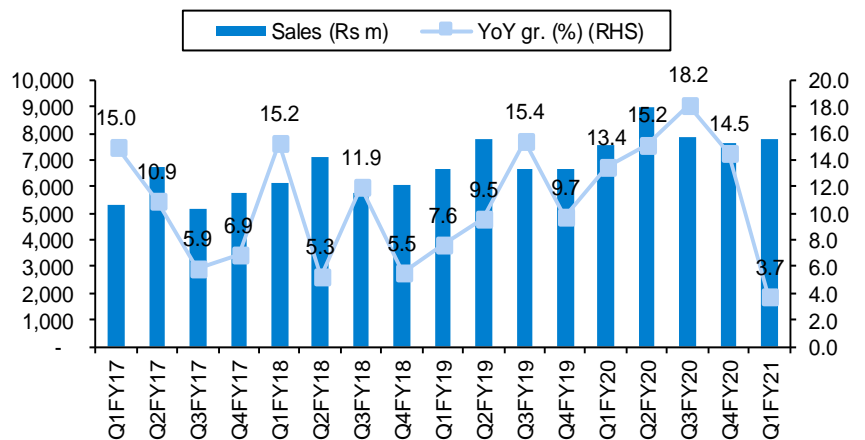
Source: Company, PL

Exhibit 2: Major Sources of Revenues

| Major sources of revenues | Q1FY21 | Q1FY20 | YoY gr. (%) | Q4FY20 | FY21E | FY20 | YoY gr. (%) |
|---|---------------|---------------|--------------|---------------|---------------|---------------|-------------|
| Glenmark generics | 9,775 | 9,615 | 1.7 | 10,233 | 46,583 | 41,644 | 11.9 |
| US generics | 7,426 | 7,309 | 1.6 | 7,619 | 33,353 | 31,404 | 6.2 |
| APIs | 2,348 | 2,306 | 1.8 | 2,614 | 13,229 | 10,239 | 29.2 |
| Glenmark Pharma (Branded generics) | 13,316 | 13,349 | (0.2) | 16,897 | 64,080 | 62,716 | 2.2 |
| India Formulations | 7,799 | 7,522 | 3.7 | 7,648 | 35,544 | 32,022 | 11.0 |
| Semi-Reg market | 2,120 | 2,587 | (18.1) | 3,365 | 13,497 | 12,854 | 5.0 |
| Latam formulations | 658 | 811 | (18.9) | 1,769 | 5,677 | 5,356 | 6.0 |
| EU branded generics | 2,739 | 2,429 | 12.8 | 4,116 | 9,362 | 12,484 | (25.0) |

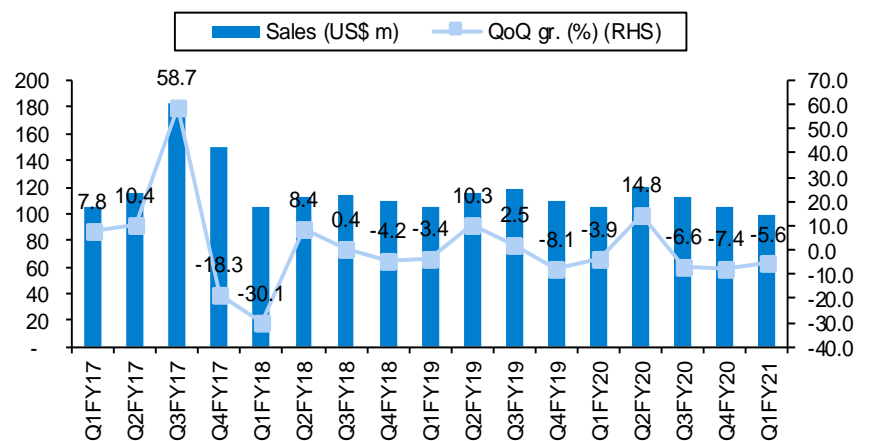
Source: Company, PL

Exhibit 3: India formulation sales : Growth impacted due to lockdown



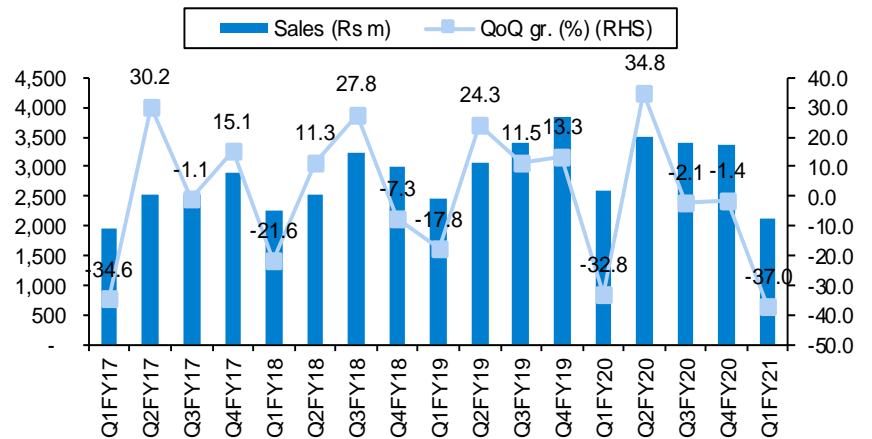
Source: Company, PL

Exhibit 4: US Gx :Derma products price erosion at 15-20%



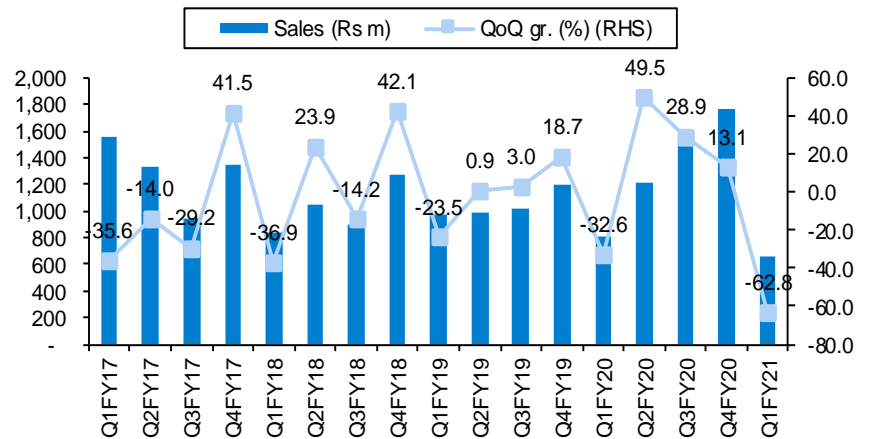
Source: Company, PL

Exhibit 5: Semi-Reg Markets : Russia led the decline in 1QFY21



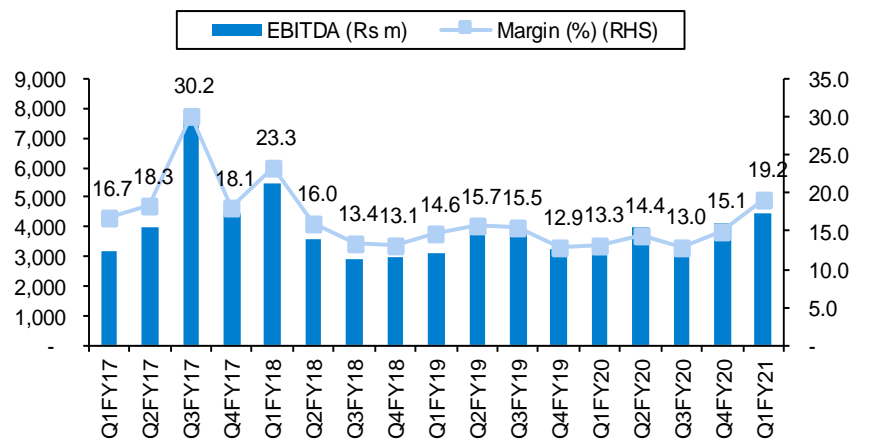
Source: Company, PL

Exhibit 6: Latam: Sales growth :Mexico led the decline in 1QFY21



Source: Company, PL

Exhibit 7: EBITDA and Margin



Source: Company, PL

Financials

Income Statement (Rs m)

| Y/e Mar | FY20 | FY21E | FY22E | FY23E |
|-------------------------------|-----------------|-----------------|-----------------|-----------------|
| Net Revenues | 1,03,972 | 1,10,663 | 1,19,180 | 1,28,470 |
| YoY gr. (%) | 7.1 | 6.4 | 7.7 | 7.8 |
| Cost of Goods Sold | 36,986 | 39,009 | 41,713 | 44,965 |
| Gross Profit | 66,986 | 71,654 | 77,467 | 83,506 |
| Margin (%) | 64.4 | 64.8 | 65.0 | 65.0 |
| Employee Cost | 22,548 | 24,069 | 25,683 | 27,685 |
| Other Expenses | 13,544 | 13,280 | 13,706 | 14,774 |
| EBITDA | 14,543 | 15,493 | 17,221 | 18,564 |
| YoY gr. (%) | 2.0 | 6.5 | 11.2 | 7.8 |
| Margin (%) | 14.0 | 14.0 | 14.5 | 14.5 |
| Depreciation and Amortization | 4,172 | 4,622 | 4,982 | 2,440 |
| EBIT | 10,372 | 10,871 | 12,240 | 16,124 |
| Margin (%) | 10.0 | 9.8 | 10.3 | 12.6 |
| Net Interest | 3,773 | 3,835 | 3,906 | 3,515 |
| Other Income | 4,033 | 3,630 | 3,739 | 3,851 |
| Profit Before Tax | 10,632 | 10,666 | 12,073 | 16,460 |
| Margin (%) | 10.2 | 9.6 | 10.1 | 12.8 |
| Total Tax | 3,201 | 3,093 | 3,501 | 4,773 |
| Effective tax rate (%) | 30.1 | 29.0 | 29.0 | 29.0 |
| Profit after tax | 7,431 | 7,573 | 8,572 | 11,687 |
| Minority interest | - | - | - | - |
| Share Profit from Associate | - | - | - | - |
| Adjusted PAT | 7,760 | 7,573 | 8,572 | 11,687 |
| YoY gr. (%) | (16.1) | (2.4) | 13.2 | 36.3 |
| Margin (%) | 7.5 | 6.8 | 7.2 | 9.1 |
| Extra Ord. Income / (Exp) | (329) | - | - | - |
| Reported PAT | 7,431 | 7,573 | 8,572 | 11,687 |
| YoY gr. (%) | (1.9) | 1.9 | 13.2 | 36.3 |
| Margin (%) | 7.1 | 6.8 | 7.2 | 9.1 |
| Other Comprehensive Income | - | - | - | - |
| Total Comprehensive Income | 7,431 | 7,573 | 8,572 | 11,687 |
| Equity Shares O/s (m) | 282 | 282 | 282 | 282 |
| EPS (Rs) | 27.5 | 26.8 | 30.4 | 41.4 |

Source: Company Data, PL Research

Balance Sheet Abstract (Rs m)

| Y/e Mar | FY20 | FY21E | FY22E | FY23E |
|---------------------------------------|-----------------|-----------------|-----------------|-----------------|
| Non-Current Assets | | | | |
| Gross Block | 67,581 | 72,581 | 77,581 | 82,581 |
| Tangibles | 33,447 | 36,447 | 39,447 | 42,447 |
| Intangibles | 34,134 | 36,134 | 38,134 | 40,134 |
| Acc: Dep / Amortization | 29,818 | 34,440 | 39,422 | 41,862 |
| Tangibles | 10,703 | 13,121 | 15,779 | 16,979 |
| Intangibles | 19,115 | 21,319 | 23,643 | 24,883 |
| Net fixed assets | 49,756 | 38,141 | 38,159 | 40,719 |
| Tangibles | 34,737 | 23,326 | 23,668 | 25,468 |
| Intangibles | 15,019 | 14,815 | 14,491 | 15,251 |
| Capital Work In Progress | 12,219 | 13,119 | 15,519 | 17,919 |
| Goodwill | 529 | 635 | 762 | 914 |
| Non-Current Investments | 902 | 1,172 | 1,524 | 1,981 |
| Net Deferred tax assets | 14,393 | 14,450 | 14,330 | 14,165 |
| Other Non-Current Assets | 849 | 637 | 700 | 770 |
| Current Assets | | | | |
| Investments | - | - | - | - |
| Inventories | 21,356 | 21,633 | 22,229 | 22,871 |
| Trade receivables | 24,090 | 27,287 | 28,734 | 30,974 |
| Cash & Bank Balance | 11,112 | 12,995 | 13,491 | 13,184 |
| Other Current Assets | 10,228 | 11,763 | 10,586 | 9,528 |
| Total Assets | 1,46,847 | 1,43,393 | 1,47,752 | 1,54,915 |
| Equity | | | | |
| Equity Share Capital | 282 | 282 | 282 | 282 |
| Other Equity | 60,423 | 67,431 | 75,439 | 86,561 |
| Total Networkth | 60,705 | 67,713 | 75,721 | 86,843 |
| Non-Current Liabilities | | | | |
| Long Term borrowings | 40,430 | 36,387 | 32,748 | 29,473 |
| Provisions | - | - | - | - |
| Other non current liabilities | 5 | 3 | 2 | 2 |
| Current Liabilities | | | | |
| ST Debt / Current of LT Debt | 4,426 | 3,983 | 3,585 | 3,227 |
| Trade payables | 21,258 | 21,223 | 24,489 | 26,398 |
| Other current liabilities | 15,575 | 11,085 | 9,109 | 7,506 |
| Total Equity & Liabilities | 1,46,848 | 1,43,393 | 1,47,752 | 1,54,915 |

Source: Company Data, PL Research

Cash Flow (Rs m)

| Y/e Mar | FY20 | FY21E | FY22E | FY23E |
|--------------------------------------|----------------|----------------|----------------|----------------|
| PBT | 10,632 | 10,666 | 12,073 | 16,460 |
| Add. Depreciation | 4,172 | 4,622 | 4,982 | 2,440 |
| Add. Interest | 3,773 | 3,835 | 3,906 | 3,515 |
| Less Financial Other Income | 4,033 | 3,630 | 3,739 | 3,851 |
| Add. Other | (8,463) | (9,952) | (10,939) | (9,878) |
| Op. profit before WC changes | 10,114 | 9,171 | 10,021 | 12,537 |
| Net Changes-WC | 749 | (8,129) | 1,640 | (591) |
| Direct tax | (3,201) | (3,093) | (3,501) | (4,773) |
| Net cash from Op. activities | 7,662 | (2,051) | 8,161 | 7,173 |
| Capital expenditures | (3,229) | (5,900) | (7,400) | (7,400) |
| Interest / Dividend Income | 13 | 13 | 13 | 13 |
| Others | 103 | 271 | 352 | 457 |
| Net Cash from Inv. activities | (3,113) | (5,616) | (7,035) | (6,930) |
| Issue of share cap. / premium | - | - | - | - |
| Debt changes | 6,088 | (4,486) | (4,037) | (3,633) |
| Dividend paid | (660) | (564) | (564) | (564) |
| Interest paid | 3,773 | 3,835 | 3,906 | 3,515 |
| Others | - | - | - | - |
| Net cash from Fin. activities | 9,201 | (1,215) | (696) | (682) |
| Net change in cash | 13,750 | (8,882) | 430 | (439) |
| Free Cash Flow | 4,432 | (7,951) | 761 | (227) |

Source: Company Data, PL Research

Quarterly Financials (Rs m)

| Y/e Mar | Q2FY20 | Q3FY20 | Q4FY20 | Q1FY21 |
|-----------------------------------|---------------|---------------|---------------|---------------|
| Net Revenue | 27,637 | 26,386 | 27,113 | 23,093 |
| YoY gr. (%) | 8.8 | 5.1 | 7.3 | 1.1 |
| Raw Material Expenses | 9,861 | 9,263 | 9,761 | 8,084 |
| Gross Profit | 17,776 | 17,123 | 17,352 | 15,009 |
| Margin (%) | 64.3 | 64.9 | 64.0 | 65.0 |
| EBITDA | 3,991 | 3,431 | 4,095 | 4,426 |
| YoY gr. (%) | 0.1 | (11.9) | 25.3 | 46.2 |
| Margin (%) | 14.4 | 13.0 | 15.1 | 19.2 |
| Depreciation / Depletion | 942 | 1,060 | 1,263 | 1,132 |
| EBIT | 3,049 | 2,371 | 2,832 | 3,293 |
| Margin (%) | 11.0 | 9.0 | 10.4 | 14.3 |
| Net Interest | 898 | 961 | 985 | 937 |
| Other Income | 1,321 | 1,299 | 1,004 | 940 |
| Profit before Tax | 3,473 | 2,710 | 2,851 | 3,296 |
| Margin (%) | 12.6 | 10.3 | 10.5 | 14.3 |
| Total Tax | 918 | 801 | 977 | 1,036 |
| Effective tax rate (%) | 26.4 | 29.6 | 34.3 | 31.4 |
| Profit after Tax | 2,555 | 1,908 | 1,874 | 2,261 |
| Minority interest | - | - | - | - |
| Share Profit from Associates | - | - | - | - |
| Adjusted PAT | 2,555 | 1,908 | 1,546 | 1,981 |
| YoY gr. (%) | 220.9 | 64.0 | (4.4) | 81.2 |
| Margin (%) | 9.2 | 7.2 | 5.7 | 8.6 |
| Extra Ord. Income / (Exp) | - | - | - | - |
| Reported PAT | 2,555 | 1,908 | 1,546 | 1,981 |
| YoY gr. (%) | 220.9 | 64.0 | (4.4) | 81.2 |
| Margin (%) | 9.2 | 7.2 | 5.7 | 8.6 |
| Other Comprehensive Income | - | - | - | - |
| Total Comprehensive Income | 2,555 | 1,908 | 1,546 | 1,981 |
| Avg. Shares O/s (m) | 282 | 282 | 282 | 282 |
| EPS (Rs) | 9.1 | 6.8 | 5.5 | 7.0 |

Source: Company Data, PL Research

Key Financial Metrics

| Y/e Mar | FY20 | FY21E | FY22E | FY23E |
|----------------------------|-------|--------|-------|-------|
| Per Share(Rs) | | | | |
| EPS | 27.5 | 26.8 | 30.4 | 41.4 |
| CEPS | 42.3 | 43.2 | 48.0 | 50.1 |
| BVPS | 215.1 | 240.0 | 268.4 | 307.8 |
| FCF | 15.7 | (28.2) | 2.7 | (0.8) |
| DPS | 2.0 | 2.0 | 2.0 | 2.0 |
| Return Ratio(%) | | | | |
| RoCE | 10.4 | 10.2 | 11.1 | 13.9 |
| ROIC | 8.1 | 8.2 | 9.0 | 11.2 |
| RoE | 13.3 | 11.8 | 12.0 | 14.4 |
| Balance Sheet | | | | |
| Net Debt : Equity (x) | 0.6 | 0.4 | 0.3 | 0.2 |
| Net Working Capital (Days) | 85 | 91 | 81 | 78 |
| Valuation(x) | | | | |
| PER | 17.5 | 17.9 | 15.8 | 11.6 |
| P/B | 2.2 | 2.0 | 1.8 | 1.6 |
| P/CEPS | 11.4 | 11.1 | 10.0 | 9.6 |
| EV/EBITDA | 11.6 | 10.5 | 9.2 | 8.4 |
| EV/Sales | 1.6 | 1.5 | 1.3 | 1.2 |
| Dividend Yield (%) | 0.4 | 0.4 | 0.4 | 0.4 |

Source: Company Data, PL Research

Key Operating Metrics

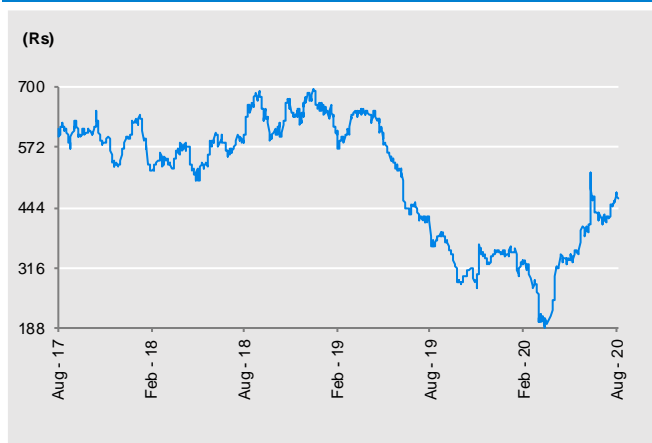
| Y/e Mar | FY20 | FY21E | FY22E | FY23E |
|--------------------|--------|--------|--------|--------|
| Generics | 46,275 | 51,651 | 54,315 | 57,129 |
| US Formulations | 31,404 | 33,353 | 34,698 | 36,096 |
| EU Formulations | 4,105 | 4,489 | 4,809 | 5,151 |
| LatAm Formulations | 527 | 579 | 637 | 701 |
| APIs | 10,239 | 13,229 | 14,171 | 15,180 |
| Branded | 54,291 | 59,011 | 64,865 | 71,342 |
| India Formulations | 32,022 | 35,544 | 39,809 | 44,586 |
| ROW Formulations | 12,854 | 13,497 | 14,307 | 15,165 |
| LatAm Formulations | 4,829 | 5,098 | 5,579 | 6,106 |
| EU Formulations | 4,586 | 4,872 | 5,169 | 5,484 |

Source: Company Data, PL Research



Price Chart

Recommendation History



| No. | Date | Rating | TP (Rs.) | Share Price (Rs.) |
|-----|-----------|--------|----------|-------------------|
| 1 | 08-Jul-20 | Sell | 365 | 419 |
| 2 | 29-Jun-20 | Sell | 365 | 469 |
| 3 | 23-Jun-20 | Sell | 257 | 520 |
| 4 | 18-Apr-20 | Sell | 257 | 314 |
| 5 | 14-Apr-20 | Hold | 325 | 248 |
| 6 | 17-Feb-20 | Reduce | 325 | 310 |
| 7 | 03-Jan-20 | Reduce | 335 | 352 |
| 8 | 15-Nov-19 | Reduce | 335 | 301 |
| 9 | 03-Oct-19 | Reduce | 385 | 320 |

Analyst Coverage Universe

| Sr. No. | Company Name | Rating | TP (Rs) | Share Price (Rs) |
|---------|-------------------------------|--------|---------|------------------|
| 1 | Aurobindo Pharma | Hold | 838 | 881 |
| 2 | Cadila Healthcare | Sell | 329 | 396 |
| 3 | Cipla | Reduce | 657 | 729 |
| 4 | Dr. Lal PathLabs | Sell | 1,006 | 1,892 |
| 5 | Dr. Reddy's Laboratories | Hold | 4,326 | 4,306 |
| 6 | Eris Lifesciences | BUY | 576 | 511 |
| 7 | Glenmark Pharmaceuticals | Sell | 365 | 419 |
| 8 | Indoco Remedies | Hold | 243 | 262 |
| 9 | Ipca Laboratories | Hold | 1,962 | 2,013 |
| 10 | Jubilant Life Sciences | Sell | 414 | 703 |
| 11 | Lupin | BUY | 1,001 | 880 |
| 12 | Sun Pharmaceutical Industries | Reduce | 479 | 532 |
| 13 | Thyrocare Technologies | Sell | 307 | 677 |

PL's Recommendation Nomenclature (Absolute Performance)

| | |
|--------------------------|-----------------------------------|
| Buy | : > 15% |
| Accumulate | : 5% to 15% |
| Hold | : +5% to -5% |
| Reduce | : -5% to -15% |
| Sell | : < -15% |
| Not Rated (NR) | : No specific call on the stock |
| Under Review (UR) | : Rating likely to change shortly |



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