Zydus Lifesciences: Growth Amid Margin Compression

Choice Institutional Equities

ADD

Sector View: Positive

November 07, 2025 CMP: INR 936 | Target Price: INR 1,020

Expected Share Price Return: 9.2% I Dividend Yield: 1.1% I Potential Upside: 10.3%

Change in Estimates	V	
Change in Target Price	~	
Change in Recommendation	nmendation	
Company Info		
BB Code	ZYDUSLIF IN EQUITY	
Face Value (INR)	1.0	
52 W High/Low (INR)	1,059 / 797	
Mkt Cap (Bn)	INR 942.1 / USD 10.7	
Shares o/s (Mn)	1,006.0	
3M Avg. Daily Volume	9,57,891	
r=		

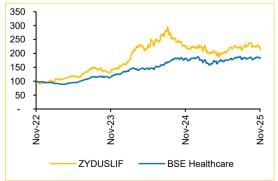
Change in CIE Estimates							
	FY26E FY27E			E			
INR Bn	New	Old	Dev. (%)	New	Old	Dev. (%)	
Revenue	261.7	257.1	1.8	294.3	289.2	1.7	
EBITDA	68.6	67.4	1.8	79.5	78.1	1.7	
EBITDAM %	26.2	26.2	-	27.0	27.0	-	
PAT	44.8	43.9	2.2	52.8	51.8	2.1	
EPS (INR)	44.6	43.6	2.2	52.5	51.4	2.1	

Actual vs CIE Esti	imates		
INR Bn	Q2FY26A	CIE Estimate	Dev.%
Revenue	61.2	58.0	5.5
EBITDA	20.2	18.4	9.7
EBITDAM %	32.9	31.7	124 bps
PAT	12.3	12.4	(0.2)

Key Financials					
INR Bn	FY24	FY25	FY26E	FY27E	FY28E
Revenue	195.5	232.4	261.7	294.3	331.2
YoY (%)	13.4	18.9	12.6	12.4	12.5
EBITDA	53.8	70.6	68.6	79.5	91.1
EBITDAM %	27.5	30.4	26.2	27.0	27.5
Adj PAT	38.6	45.3	44.8	52.8	61.4
EPS (INR)	38.3	45.0	44.6	52.5	61.1
ROE %	19.4	18.9	15.7	15.6	15.3
ROCE %	23.8	23.6	20.3	20.4	20.3
PE(x)	24.4	20.8	21.0	17.8	15.3
EV/EBITDA	17.8	13.6	13.7	11.4	9.4

Shareholding Pa	ttern (%)			
	Sep 2025 Jun 2025			
Promoters	75.00	75.00	75.00	
Flls	7.34	7.13	7.31	
Dlls	10.86	11.09	10.95	
Public	6.81	6.78	6.74	

Relative Performance (%)							
YTD	3Y	2Y	1Y				
BSE Healthcare	83.4	58.5	0.1				
ZYDUSLIF	112.9	60.2	(5.9)				



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FY26 Transitional Phase; Recovery to Begin FY27

While revenue is expected to sustain double-digit growth in FY26E, *EBITDA margin are projected to contract meaningfully to* 26% (vs. 30.4% in FY25) due to continued investments in pipeline expansion and an unfavourable product mix. Margin uptick hinges on new launche scale up. Revenue growth will be supported by an acceleration in US launch momentum, steady market share gains in Mirabegron, and continued outperformance in India.

We have marginally revised our estimates upward by 2.2%/2.1% for FY26E/FY27E. We value the company at 18x (unchanged) FY27-28E average EPS yielding in a revised TP of INR 1,020 (vs. INR 1,000 earlier) and upgrade our rating to **ADD**.

It is important to note that this excludes any potential impact from the planned INR 5,000 Cr fund raise, as the purpose and structure of the transaction remain unclear.

Strong YoY Growth; Margins Expand

- Revenue grew 16.9% YoY but declined 6.9% QoQ to INR 61,232 Mn (vs. CIE estimate: INR 58,013 Mn).
- EBITDA grew 37.9% YoY but declined 3.5% QoQ to INR 20,158 Mn (vs. CIE estimate: INR 18,381 Mn); margin expanded 502 bps YoY / 115 bps QoQ to 32.9% (vs. CIE estimate: 31.7%).
- APAT increased 35.4% YoY but declined 15.9% QoQ to INR 12,336 Mn (vs. CIE estimate: INR 12,355 Mn).

Double-Digit Growth Intact, Led by India & North America

Overall revenue remained strong in Q2, and we expect FY26 growth to remain in double digits. *We believe the bulk of the momentum will come from North America and India.* In North America, launch activity is expected to accelerate in H2 (15+ launches planned), with Revlimid's drag reducing from Q4 onward and steady market-share gains in Mirabegron. In India, growth is expected to continue outperforming the IPM, with management confident of being in the first wave of Semaglutide (GLP-1) launches. International Markets and Medtech (acquired from Amplitude) is also expected to deliver double-digit growth.

Pipeline Build-Up to Impact FY26 Margins, Recovery in FY27

While EBITDA margins expanded meaningfully in Q2, the FY26 *guidance remains unchanged at ~26%*, tempered by lower margins in the acquired Medtech business and higher R&D spends. Margin improvement is likely from FY27 onward, driven by scale-up of new launches, fading Revlimid impact, and cost-optimization initiatives.

Particulars (INR Mn)	Q2FY26	Q2FY25	YoY (%)	Q1FY26	QoQ (%)
Revenue	61,232	52,370	16.9	65,737	(6.9)
Cost of Goods Sold	16,905	14,714	14.9	17,895	(5.5)
Gross Margin (%)	72.4	71.9	49 bps	72.8	(39) bps
Operating Expenses	24,169	23,042	14.7	26,957	(15.3)
EBITDA	20,158	14,614	37.9	20,885	(3.5)
EBITDA Margin (%)	32.9	27.9	502 bps	31.8	115 bps
Depreciation	3,019	2,336	29.2	2,381	26.8
Interest	1,013	251	303.6	847	19.6
PBT	17,216	12,709	35.5	19,206	(10.4)
Tax	4,540	3,731	21.7	4,340	4.6
PAT	12,336	9,109	35.4	14,668	(15.9)
EPS (INR)	12.3	9.1	35.4	14.6	(15.9)

Geographical Mix (INR Mn)	Q2FY26	Q2FY25	YoY (%)	Q1FY26	QoQ (%)
India	15,931	14,569	9.3	15,195	4.8
US	27,437	24,168	13.5	31,817	(13.8)
EMs	7,513	5,389	39.4	7,265	3.4
Wellness	6,374	4,875	30.7	8,549	(25.4)
API	1,472	1,194	23.3	1,575	(6.5)
MedTech	1,532	0	NA	0	NA
Others	973	2,175	(55.3)	1,336	(27.2)

Source: ZYDUSLIF, Choice Institutional Equities

Management Call - Highlights

US Business

- Growth driven by volume expansion and new launches; 7 new products launched, 6 ANDAs filed and 4 approvals.
- Launched Beizray, an albumin-solubilized docetaxel injection, under 505(b)(2) portfolio.
- Base business remains stable with single-digit price erosion; Revlimid sales have significantly declined and will not contribute meaningfully in the next two quarters.
- 25+ product launches expected in FY26; focus on sustaining growth post-Revlimid through pipeline launches and new filings.
- Focused on expanding its specialty portfolio in the US to drive longterm growth.

India Formulations

- Branded formulations outpaced market growth, led by innovation products and strong traction in cardiology, gynaecology and oncology.
- Maintained leadership in Oncology and increased chronic portfolio share to 44.5%.
- Launched VaxiFlu, India's first trivalent influenza vaccine, aligned with WHO guidelines.
- Continued focus on strengthening chronic and specialty franchises and driving differentiated launches in high-growth therapeutic areas.
- Ready and well-positioned to participate in the first wave of Semaglutide launches in India.

Consumer Wellness

- Completed first international wellness acquisition Comfort Click Ltd. strengthening digital and D2C presence across UK, EU and US.
- CCL brings three brands WeightWorld, Maxmedix, and Animigo, expanding Zydus' footprint in VMS and pet wellness segments.
- Core India business continued to hold leadership positions across key categories in personal care and OTC.
- Focus areas: portfolio expansion, new market entry (Middle East, US), and leveraging digital capabilities for consumer engagement.

International Markets Formulations

- Growth was broad-based across emerging markets and Europe, driven by focused execution and therapy-led offerings tailored to local markets.
- Received 3 NOCs from Health Canada, marking entry into Canadian market.

MedTech

- Completed 100% acquisition of Amplitude Surgical, strengthening orthopedic MedTech presence and integration capabilities.
- Plans to expand into cardiology, nephrology, and orthopedics as key focus areas.
- Nephrology Setting up a dedicated facility to manufacture high-end dialysis membranes, with commissioning expected in FY27.
- Long-term potential for double-digit growth in the MedTech portfolio

Innovation & R&D

- Saroglitazar Magnesium: Reported positive Phase 2(b)/3 results in Primary Biliary Cholangitis (PBC) for the US market; NDA filing planned for Q4 FY26. – considered a large sizeable opportunity
- CUTX-101 launch expected between Jan–Jun 2026

Outlook

- Confident of achieving targeted top-line and profitability for FY26 and continues to maintain EBITDA margin guidance of 26%+ for FY26.
- Overall business remains well-positioned for sustained double-digit growth, driven by new launches, portfolio diversification, and global expansion.

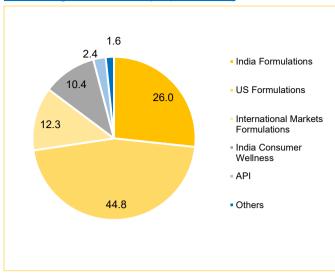
Acquisition of Comfort Click Limited marks Zydus' first international acquisition in the wellness/VMS space.

Received 3 NOCs from Health Canada, marking entry into Canadian market.

Exploring strategic acquisitions to build capabilities in the high-potential gastroenterology segment.

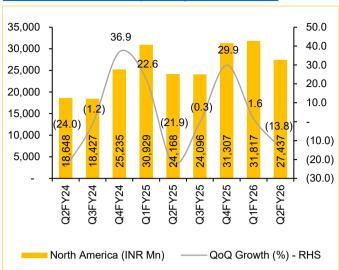
Ready and well-positioned to participate in the first wave of Semaglutide launch in India.

Q2FY26 Segment Revenue Split (INR 61.2 Bn)



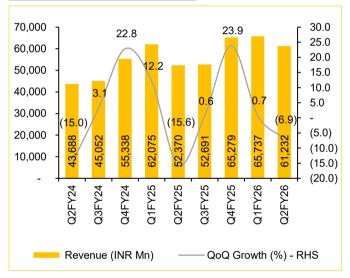
Source: ZYDUSLIF, Choice Institutional Equities

North America Revenue Impacted by Revlimid Decline



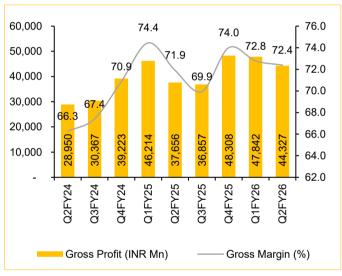
Source: ZYDUSLIF, Choice Institutional Equities

Revenue Growth Ahead of Estimates



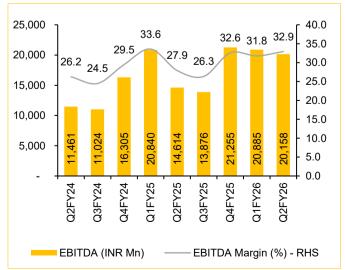
Source: ZYDUSLIF, Choice Institutional Equities

Gross Margin Remains Unchanged



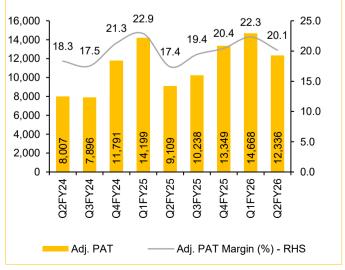
Source: ZYDUSLIF, Choice Institutional Equities

EBITDA Improved on Gains from New Launches



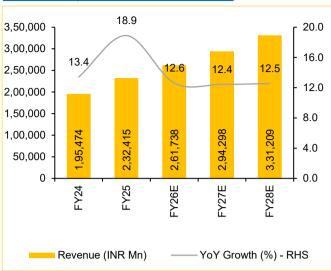
Source: ZYDUSLIF, Choice Institutional Equities

PAT Growth In-line with Estimates



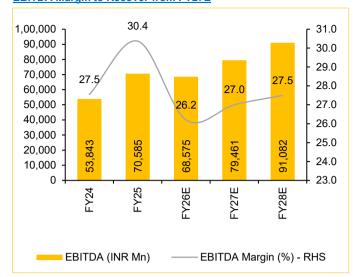
Source: ZYDUSLIF, Choice Institutional Equities

Revenue to Expand at 12.5% CAGR FY25-28E



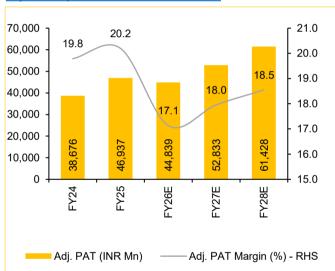
Source: ZYDUSLIF, Choice Institutional Equities

EBITDA Margin to Recover from FY27E



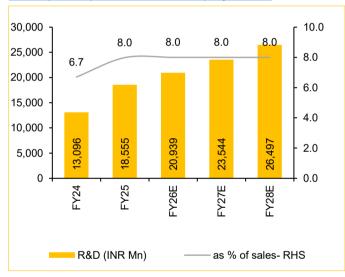
Source: ZYDUSLIF, Choice Institutional Equities

Adj. PAT Expected to Track EBITDA Trend



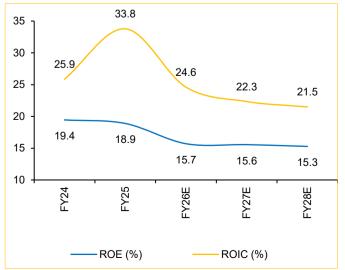
Source: ZYDUSLIF, Choice Institutional Equities

R&D Expense Uptick in Line with Company Outlook



Source: ZYDUSLIF, Choice Institutional Equities

ROE and ROIC



Source: ZYDUSLIF, Choice Institutional Equities

1-year Forward PE Band



Source: ZYDUSLIF, Choice Institutional Equities



Income Statement (INR Mn)

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Particulars	FY24	FY25	FY26E	FY27E	FY28E				
Revenue	1,95,474	2,32,415	2,61,738	2,94,298	3,31,209				
Gross Profit	1,33,192	1,69,035	1,88,452	2,11,895	2,38,471				
EBITDA	53,843	70,585	68,575	79,461	91,082				
Depreciation	7,641	9,158	10,080	11,055	12,030				
EBIT	49,043	64,122	62,422	72,820	84,021				
Other Income	2,841	2,695	3,926	4,414	4,968				
Interest Expense	812	1,659	1,134	874	614				
PBT	48,089	60,267	61,288	71,946	83,407				
PAT	38,563	45,255	44,839	52,833	61,428				
EPS (INR)	38.3	45.0	44.6	52.5	61.1				

Ratio Analysis	FY24	FY25	FY26E	FY27E	FY28E
Growth Ratios (%)					
Revenue	13.4	18.9	12.6	12.4	12.5
EBITDA	39.5	31.1	(2.8)	15.9	14.6
PBT	85.7	25.3	1.7	17.4	15.9
PAT	96.7	17.4	(0.9)	17.8	16.3
Margins (%)					
Gross Profit Margin	68.1	72.7	72.0	72.0	72.0
EBITDA Margin	27.5	30.4	26.2	27.0	27.5
PBT Margin	24.6	25.9	23.4	24.4	25.2
Tax Rate	20.3	23.4	25.0	25.0	25.0
PAT Margin	19.7	19.5	17.1	18.0	18.5
Profitability (%)					
ROE	19.4	18.9	15.7	15.6	15.3
ROIC	25.9	33.8	24.6	22.3	21.5
ROCE	23.8	23.6	20.3	20.4	20.3
Financial Leverage					
OCF/EBITDA (x)	0.8	1.2	1.1	1.1	1.1
OCF/Net Profit (x)	0.8	1.5	1.2	1.3	1.2
Debt to Equity	0.0	0.1	0.1	0.0	0.0
Interest Coverage	60.4	38.7	55.0	83.3	136.8
Working Capital					
Inventory Days	202	227	230	230	230
Debtor Days	97	63	60	60	60
Payable Days	125	133	130	130	130
Cash Conversion Cycle	175	158	160	160	160
Valuation Metrics					
No of Shares (Mn)	1006	1006	1006	1006	1006
EPS (INR)	38.4	46.7	44.6	52.5	61.1
BVPS (INR)	197.1	238.1	283.8	337.4	399.6
Market Cap (INR Bn)	941.9	941.9	941.9	941.9	941.9
PE	24.4	20.8	21.0	17.8	15.3
P/BV	4.7	3.9	3.3		2.3
EV/EBITDA	17.8	13.6	13.7	11.4	9.4
EV/Sales	4.9	4.1	3.6	3.1	2.6

Source: ZYDUSLIF, Choice Institutional Equities

Balance Sheet (INR Mn)

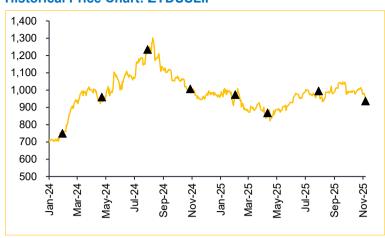
Particulars	FY24	FY25	FY26E	FY27E	FY28E
Net Worth	2,21,016	2,63,584	3,08,079	3,60,567	4,21,651
Borrowings	7,791	31,811	21,811	16,811	11,811
Trade Payables	21,267	23,058	26,102	29,349	33,030
Other Non-Current Liabilities	18,373	18,017	15,454	14,685	14,147
Other Current Liabilities	24,361	35,547	31,185	33,408	35,631
Total Net Worth & Liabilities	2,92,808	3,72,017	4,02,630	4,54,820	5,16,270
Net Block	58,033	60,420	64,340	66,286	67,256
Capital WIP	11,115	13,179	13,179	13,179	13,179
Goodwill & intangible assets	78,770	84,657	87,881	91,427	95,327
Investments	12,205	64,078	64,078	64,078	64,078
Trade Receivables	52,202	40,247	43,025	48,378	54,445
Cash & Cash Equivalents	11,051	29,568	43,519	79,120	1,23,119
Other Non-Current Assets	20,196	27,733	27,733	27,733	27,733
Other Current Assets	49,236	52,135	58,875	64,620	71,133
Total Assets	2,92,808	3,72,017	4,02,630	4,54,820	5,16,270

Cash Flows (INR Mn)	FY24	FY25	FY26E	FY27E	FY28E
Cash Flows From Operations	32,279	67,767	57,369	68,082	76,574
Cash Flows From Investing	(14,752)	(83,723)	(17,224)	(16,546)	(16,901)
Cash Flows From Financing	(18,104)	20,142	(26,194)	(15,934)	(15,674

DuPont Analysis	FY24	FY25	FY26E	FY27E	FY28E
Tax Burden (%)	80.2	75.1	73.2	73.4	73.6
Interest Burden (%)	98.1	94.0	98.2	98.8	99.3
EBIT Margin (%)	25.1	27.6	23.8	24.7	25.4
Asset Turnover (x)	0.7	0.6	0.7	0.6	0.6
Equity Multiplier (x)	1.5	1.6	1.4	1.3	1.3
ROE (%)	19.4	18.9	15.7	15.6	15.3

Choice Institutional Equities

Historical Price Chart: ZYDUSLIF



Date	Rating	Target Price
February 2, 2024	ADD	936
May 18, 2024	BUY	1,319
August 13, 2024	BUY	1,319
November 12, 2024	HOLD	1,049
February 6, 2025	BUY	1,240
May 21, 2025	SELL	795
August 13, 2025	REDUCE	1,000
November 7, 2025	ADD	1,020

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CHOICE RATING DISTRIBUTION & METHODOLOGY		
Large Cap*		
BUY	The security is expected to generate upside of 15% or more over the next 12 months	
ADD	The security is expected to show upside returns from 5% to less than 15% over the next 12 months	
REDUCE	The security is expected to show upside or downside returns by 5% to -5% over the next 12 months	
SELL	The security is expected to show downside of 5% or more over the next 12 months	
Mid & Small Cap*		
BUY	The security is expected to generate upside of 20% or more over the next 12 months	
ADD	The security is expected to show upside returns from 5% to less than 20% over the next 12 months	
REDUCE	The security is expected to show upside or downside returns by 5% to -10% over the next 12 months	
SELL	The security is expected to show downside of 10% or more over the next 12 months	
Other Ratings		
NOT RATED (NR)	The stock has no recommendation from the Analyst	
UNDER REVIEW (UR)	The stock is under review by the Analyst and rating may change	
Sector View		
POSITIVE (P)	Fundamentals of the sector look attractive over the next 12 months	
NEUTRAL (N)	Fundamentals of the sector are expected to be in statis over the next 12 months	
CAUTIOUS (C)	Fundamentals of the sector are expected to be challenging over the next 12 months	

^{*}Large Cap: More Than INR 20,000Cr Market Cap
*Mid & Small Cap: Less Than INR 20,000Cr Market Cap

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