# Divi's Labs: Growth Hinges on Scale-up

November 10, 2025 CMP: INR 6,656 | Target Price: INR 6,375

Expected Share Price Return: (4.2)% I Dividend Yield: 0.5% I Potential Upside: (3.7)%



REDUCE

**Sector View: Positive** 

Change in Estimates	<b>~</b>
Change in Target Price	×
Change in Recommendation	X
Company Info	
BB Code	DIVI IN EQUITY
Face Value (INR)	2.0
52 W High/Low (INR)	7,078 / 4,942
Mkt Cap (Bn)	INR 1,767.1 / USD 20.1
Shares o/s (Mn)	265.5
3M Avg. Daily Volume	4,58,832

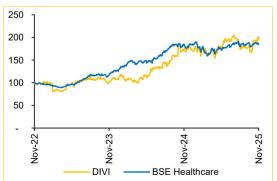
Change in CIE Estimates							
		FY26E			FY27E		
INR Bn	New	Old	Dev. (%)	New	Old	Dev. (%)	
Revenue	109.8	111.7	(1.6)	131.5	134.9	(2.5)	
EBITDA	35.9	36.5	(1.6)	43.9	44.8	(1.9)	
EBITDAM %	32.7	32.7	(0) bps	33.4	33.2	20 bps	
PAT	27.2	27.0	0.8	33.4	33.3	0.4	
EPS (INR)	102.4	101.6	0.8	126.0	125.5	0.4	

Actual vs CIE Estimates							
INR Bn	Q2FY26A	CIE Estimate	Dev.%				
Revenue	27.2	25.7	5.4				
EBITDA	8.9	8.0	11.2				
EBITDAM %	32.7	31.0	171 bps				
PAT	6.9	5.9	16.5				

Key Financials					
INR Bn	FY24	FY25	FY26E	FY27E	FY28E
Revenue	78.5	93.6	109.8	131.5	159.4
YoY (%)	1.0	19.3	17.4	19.7	21.2
EBITDA	22.1	29.7	35.9	43.9	54.5
EBITDAM %	28.1	31.7	32.7	33.4	34.2
Adj PAT	16.0	21.9	27.2	33.4	41.9
EPS (INR)	60.3	82.5	102.4	126.0	157.7
ROE %	11.8	14.6	16.1	17.2	18.3
ROCE %	13.5	17.1	18.3	19.6	21.0
PE(x)	110.4	80.6	65.0	52.8	42.2
EV/EBITDA	78.3	58.2	48.1	39.2	31.4

Shareholding Pattern (%)						
	Sep 2025	Jun 2025	Mar 2025			
Promoters	51.88	51.88	51.89			
Flls	19.39	19.74	18.01			
DIIs	19.68	18.96	20.63			
Public	9.05	9.41	9.48			

Relative Performance (%)							
YTD	3Y	2Y	1Y				
BSE Healthcare	84.6	56.3	0.6				
DIVI	95.0	90.9	11.7				



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### **Revenue Momentum Hinges on Execution**

DIVI is positioned for continued revenue growth, led primarily by the CS segment supported by a robust project pipeline. EBITDA margin is expected to expand moderately as Kakinada facility costs normalises and the product mix improves. Capex is now expected to exceed the previously set target of INR 20,000 Mn, driven by GLP-1 and other ongoing projects. In peptides, the focus remains exclusively on innovator contracts, with no plans to enter generics.

While the company's growth story remains intact, its trajectory is highly dependent on the ability to execute and scale up projects efficiently. We continue to value the stock at 45x the average of FY27-28E EPS, resulting in an unchanged TP of INR 6,375 and a maintained REDUCE rating. This also reflects comparatively slower growth versus certain peers actively scaling up in the CDMO segment.

#### Strong Beat with Robust Growth and Margin Expansion

- Revenue grew 16.1% YoY / 12.7% QoQ to INR 27,150 Mn (vs. CIE estimate: INR 25,749 Mn).
- EBITDA grew 24.0% YoY / 21.8% QoQ to INR 8,880 Mn (vs. CIE estimate: INR 7,982 Mn); margin expanded 208 bps YoY / 246 bps QoQ to 32.7% (vs. CIE estimate: 31.0%).
- APAT increased 35.1% YoY / 26.4% QoQ to INR 6,890 Mn (vs. CIE estimate: INR 5,915 Mn).

# Custom Synthesis (CS) Momentum Sustains; Scale-up Key to Growth

The company continues to see strong growth momentum in the synthesis segment, as three major projects are under execution, with an additional 3-4 projects in advanced validation. DIVI also maintains active collaborations with leading pharma players across Phase 1, 2, and 3 peptide programs, but no plan to enter the generic peptides space, focusing entirely on innovator contracts. We believe CS will be a key growth driver and expect this momentum to continue, though it remains contingent on the company's ability to effectively scale up these projects.

# **Moderate Generics Growth amid Pricing Headwinds**

The Generics segment continued to record moderate growth, weighed down by pricing pressures in key global markets, primarily the US and EU, which we do not expect to ease for at least the next two quarters. Consequently, we project high single-digit growth for generics. In contrast, the Nutraceuticals segment may see a gradual scale-up, supported by rising global demand driven by an increasing focus on preventive healthcare.

Particulars (INR Mn)	Q2FY26	Q2FY25	YoY (%)	Q1FY26	QoQ (%)
Revenue	27,150	23,380	16.1	24,100	12.7
Cost of Goods Sold	10,730	9,690	10.7	9,560	12.2
Gross Margin (%)	60.5	58.6	192 bps	60.3	15 bps
Operating Expenses	7,540	6,530	31.1	7,250	8.0
EBITDA	8,880	7,160	24.0	7,290	21.8
EBITDA Margin (%)	32.7	30.6	208 bps	30.2	246 bps
Depreciation	1,130	990	14.1	1,120	0.9
Interest	80	10	700.0	30	166.7
PBT	9,120	7,220	26.3	7,330	24.4
Tax	2,230	2,120	5.2	1,880	18.6
PAT	6,890	5,100	35.1	5,450	26.4
EPS (INR)	26.0	19.2	35.1	20.5	26.4

Segment Split (INR Mn)	Q2FY26	Q2FY25	YoY (%)	Q1FY26	QoQ (%)
Generic sales	9,526	9,176	3.8	8,827	7.9
Nutraceuticals	2,420	2,280	6.1	2,500	(3.2)
Custom Synthesis	15,204	11,924	27.5	12,773	19.0

Source: DIVI. Choice Institutional Equities

# **Management Call – Highlights**

# **Custom Synthesis Business**

- Executing 3 major long-term CS projects with supply commitments ensuring visibility.
- Multiple projects in pilot and validation; several to go commercial in 12–24 months.
- Strong pipeline of RFPs and site visits from global innovators.
- Peptide Center of Excellence operational; active in multiple peptide projects (Phase 1–3).
- Focus on complex peptide fragments; no plans for generic peptides or GLP-1s.
- Expanding flow chemistry, biocatalysis, green chemistry to commercial scale.
- Kakinada Unit-3 freeing GMP space, enabling faster CS scale-up.

# **Generic Business**

- No customer or volume loss; stable supplies in key APIs.
- Backward integration supports cost control and margin defense.
- Kakinada Unit-3 producing intermediates and raw materials in-house.
- Pricing pressure to persist next 1–2 quarters; recovery expected later.
- New off-patent molecules under qualification for future launches.
- Focus on efficiency, automation, and cost optimization.
- Generics remain a strategic balance to Custom Synthesis growth.

# **Nutraceuticals**

- Growth led by carotenoids and value-added ingredients.
- Strong backward integration and process control.
- Steady business; continues to support overall growth.

# Others / CapEx

- CapEx to exceed INR 20,000 Mn for FY26; 3 new projects underway.
- Investments spread across all 3 units; focus on capacity and technology.
- Emphasis on green, flow, and biocatalysis platforms for future-ready operations.

### **Outlook & Guidance**

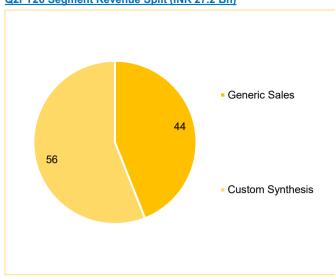
- Strong visibility for next 12–24 months from CS and peptides.
- Generics pricing to remain weak short term; gradual recovery expected.
- Double-digit growth expected, led by CS and technology-driven platforms.
- Continued high CapEx as long-term projects progress.
- Long-term goal: global leadership in complex peptide manufacturing.

Focus on complex peptide fragments; no plans for generic peptides or GLP-1s.

CapEx to exceed INR 20,000 Mn for FY26; 3 new projects underway.

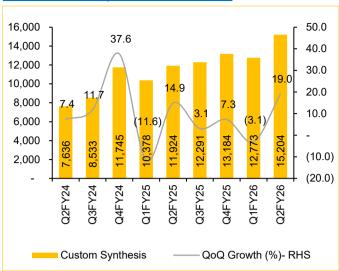
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#### Q2FY26 Segment Revenue Split (INR 27.2 Bn)



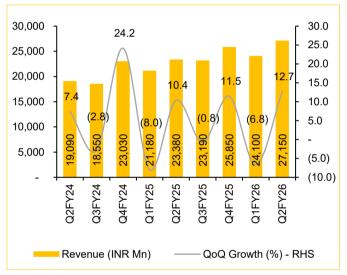
Source: DIVI, Choice Institutional Equities

#### **CDMO Grows as Project Execution Increases**



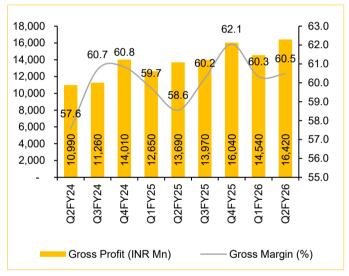
Source: DIVI, Choice Institutional Equities

### Revenue Surpasses Estimate



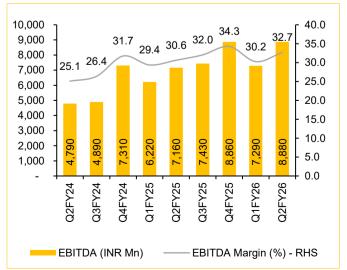
Source: DIVI, Choice Institutional Equities

# Gross Margin Remain Flat QoQ



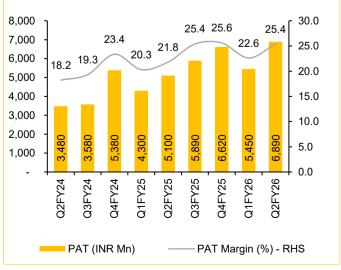
Source: DIVI, Choice Institutional Equities

# **EBITDA and Margin Exceeds Estimate**



Source: DIVI, Choice Institutional Equities

# PAT Growth In-line with EBITDA



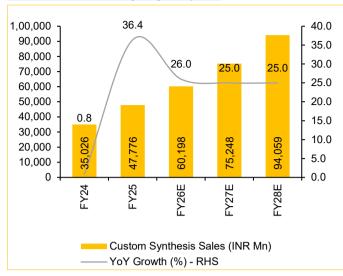
Source: DIVI, Choice Institutional Equities

#### Revenue to Expand at 19.4% CAGR FY25-28E



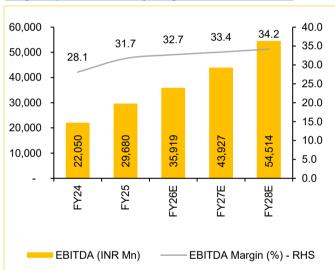
Source: DIVI, Choice Institutional Equities

# **CDMO Growth Backed by Project Pipeline**



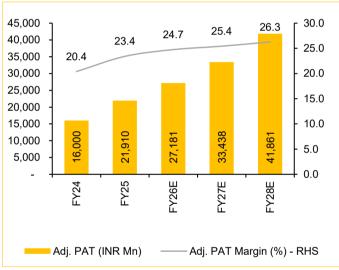
Source: DIVI, Choice Institutional Equities

#### **Margin Expansion Driven by Integration and Product Mix**



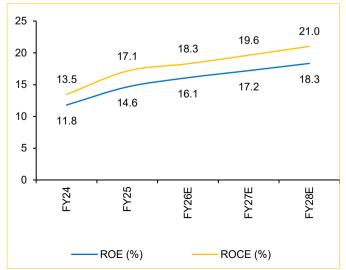
Source: DIVI, Choice Institutional Equities

### PAT Growth Mirrors EBITDA Momentum



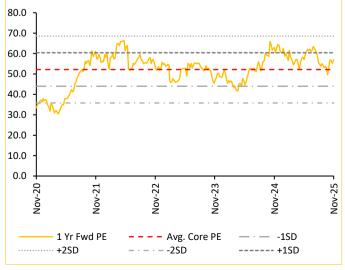
Source: DIVI, Choice Institutional Equities

# **ROE and ROCE**



Source: DIVI, Choice Institutional Equities

# 1-year Forward PE Band



Source: DIVI, Choice Institutional Equities

# Choice Institutional Equities

# **Income Statement (INR Mn)**

,								
Particulars	FY24	FY25	FY26E	FY27E	FY28E			
Revenue	78,450	93,600	1,09,844	1,31,519	1,59,399			
Gross Profit	47,160	56,350	66,675	80,227	98,030			
EBITDA	22,050	29,680	35,919	43,927	54,514			
Depreciation	3,780	4,020	5,020	5,770	6,520			
EBIT	18,270	25,660	30,899	38,157	47,995			
Other Income	3,390	3,520	5,492	6,576	7,970			
Interest Expense	30	20	150	150	150			
PBT	21,630	29,160	36,241	44,583	55,814			
PAT	16,000	21,910	27,181	33,438	41,861			
EPS (INR)	60.3	82.5	102.4	126.0	157.7			

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Ratio Analysis	FY24	FY25	FY26E	FY27E	FY28E
Growth Ratios (%)					
Revenue	1.0	19.3	17.4	19.7	21.2
EBITDA	(6.7)	34.6	21.0	22.3	24.1
PBT	(8.7)	34.8	24.3	23.0	25.2
PAT	(12.3)	36.9	24.1	23.0	25.2
Margins (%)					
Gross Profit Margin	60.1	60.2	60.7	61.0	61.5
EBITDA Margin	28.1	31.7	32.7	33.4	34.2
PBT Margin	27.6	31.2	33.0	33.9	35.0
Tax Rate	26.0	24.9	25.0	25.0	25.0
PAT Margin	20.4	23.4	24.7	25.4	26.3
Profitability (%)					
ROE	11.8	14.6	16.1	17.2	18.3
ROIC	13.1	16.3	16.4	17.5	19.2
ROCE	13.5	17.1	18.3	19.6	21.0
Financial Leverage					
OCF/EBITDA (x)	0.8	0.8	1.0	0.9	0.9
OCF/Net Profit (x)	0.8	0.8	0.9	0.8	0.8
Debt to Equity	0.0	0.0	0.0	0.0	0.0
Interest Coverage	609.0	1,283.0	206.0	254.4	320.0
Working Capital					
Inventory Days	371	317	320	320	320
Debtor Days	100	106	100	100	100
Payable Days	96	89	89	85	85
Cash Conversion Cycle	376	334	331	335	335
Valuation Metrics					
No of Shares (Mn)	265	265	265	265	265
EPS (INR)	60.3	82.5	102.4	126.0	157.7
BVPS (INR)	511.2	564.9	637.4	733.5	861.4
Market Cap (INR Bn)	1,767.0	1,764.0	1,764.0	1,764.0	1,764.0
PE	110.4	80.6	65.0	52.8	42.2
P/BV	13.0	11.8	10.4	9.1	7.7
EV/EBITDA	78.3	58.2	48.1	39.2	31.4
EV/Sales	22.0	18.4	15.7	13.1	10.7

Source: DIVI, Choice Institutional Equities

# **Balance Sheet (INR Mn)**

Particulars	FY24	FY25	FY26E	FY27E	FY28E
Net Worth	1,35,711	1,49,690	1,68,907	1,94,382	2,28,279
Borrowings	30	40	40	40	40
Trade Payables	8,240	9,100	10,526	11,945	14,291
Other Non-Current Liabilities	4,530	5,400	4,900	4,400	3,900
Other Current Liabilities	6,190	5,090	5,090	5,090	5,090
Total Net Worth & Liabilities	1,54,701	1,69,320	1,89,463	2,15,856	2,51,600
Net Block	47,330	54,370	71,350	80,580	89,060
Capital WIP	7,780	10,220	5,220	5,220	5,220
Goodwill & intangible assets	40	40	40	40	40
Investments	820	650	650	650	650
Trade Receivables	21,560	27,310	30,094	36,033	43,671
Cash & Cash Equivalents	39,800	37,150	37,053	41,155	51,946
Other Non-Current Assets	1,980	3,230	3,220	3,220	3,220
Other Current Assets	35,391	36,350	41,836	48,959	57,793
Total Assets	1,54,701	1,69,320	1,89,463	2,15,856	2,51,600

Cash Flows (INR Mn)	FY24	FY25	FY26E	FY27E	FY28E
Cash Flows From Operations	12,610	16,530	25,096	27,216	33,905
Cash Flows From Investing	(2,690)	(8,040)	(17,057)	(15,000)	(15,000)
Cash Flows From Financing	(7,990)	(7,990)	(8,114)	(8,114)	(8,114)

DuPont Analysis	FY24	FY25	FY26E	FY27E	FY28E
Tax Burden (%)	74.0	75.1	75.0	75.0	75.0
Interest Burden (%)	118.4	113.6	117.3	116.8	116.3
EBIT Margin (%)	23.3	27.4	28.1	29.0	30.1
Asset Turnover (x)	0.5	0.6	0.6	0.6	0.6
Equity Multiplier (x)	1.1	1.1	1.1	1.1	1.1
ROE (%)	11.8	14.6	16.1	17.2	18.3

# Institutional Equities

# **Historical Price Chart: DIVI**



Date	Rating	Target Price
February 13, 2024	ADD	4,077
May 27, 2024	BUY	4,767
August 6, 2024	BUY	5,000
November 11, 2024	BUY	6,983
February 4, 2025	BUY	6,983
May 19, 2025	BUY	7,275
August 7, 2025	REDUCE	6,375
November 7, 2025	REDUCE	6,375

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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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