Choice Institutional Equities

Q4FY26 Result Update

Senores Pharma: Growth Momentum to Continue

May 15, 2026 | CMP: INR 955 | Target Price: INR 1,165

Expected Share Price Return: 22.0% I Dividend Yield: 0.0% I Potential Upside: 22.0%

BUY

Sector View: Positive

Change in Estimates	✓
Change in Target Price	✓
Change in Recommendation	✗

Company Info

BB Code	SENORES IN EQUITY
Face Value (INR)	10.0
52-week High/Low (INR)	1,007 / 491
Mkt Cap (Bn)	INR 44.0 / USD 0.5
Shares o/s (Mn)	46.1
3M Avg. Daily Volume	2,48,077

Change in CIE Estimates

	FY27E			FY28E		
INR Bn	**New**	**Old**	**Dev. (%)**	**New**	**Old**	**Dev. (%)**
Revenue	8.0	7.8	2.7	9.5	9.2	3.6
EBITDA	2.2	2.3	(4.9)	2.8	2.8	(2.2)
EBITDAM %	27.5	29.7	(220) bps	29.0	30.7	(170) bps
PAT	1.4	1.5	(7.6)	1.8	1.9	(4.4)
EPS (INR)	30.0	32.5	(7.6)	38.8	40.6	(4.4)

Actual vs CIE Estimates

INR Bn	Q4FY26A	CIE Estimate	Dev.%
Revenue	1.8	1.6	10.1
EBITDA	0.5	0.5	(5.8)
EBITDAM %	27.1	31.7	(456) bps
PAT	0.3	0.4	(11.7)

Key Financials

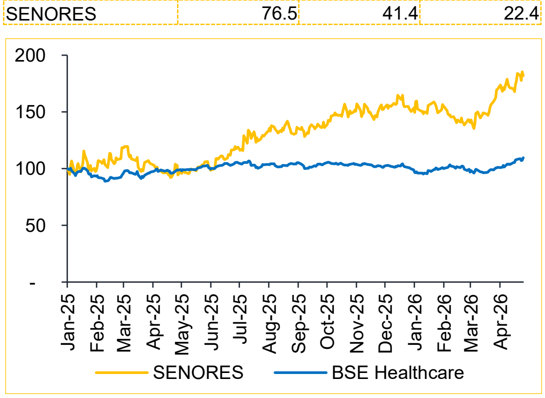
INR Bn	FY25	FY26	FY27E	FY28E	FY29E
Revenue	4.0	6.3	8.0	9.5	10.9
YoY (%)	85.6	58.9	26.0	19.7	14.6
EBITDA	0.9	1.7	2.2	2.8	3.2
EBITDAM %	22.5	26.6	27.5	29.0	29.0
Adj PAT	0.6	1.2	1.4	1.8	2.1
EPS (INR)	12.7	25.1	30.0	38.8	44.6
ROE %	7.4	12.4	12.9	14.3	14.1
ROCE %	6.7	10.9	12.6	14.2	14.3
PE(x)	75.1	38.1	31.8	24.6	21.4
EV/EBITDA	48.1	27.1	20.9	16.6	14.2

Shareholding Pattern (%)

	Mar 2026	Dec 2025	Sep 2025
Promoters	45.82	45.81	45.80
FIIs	3.64	3.35	4.28
DIIs	9.62	9.32	8.62
Public	40.92	41.54	41.30

Relative Performance (%)

YTD	1Y	9M	6M
BSE Healthcare	11.5	6.0	5.5
SENORES	76.5	41.4	22.4



Maitri Sheth
Email: Maitri.Sheth@choiceindia.com
Ph: +91 22 6707 9511

Stuti Bagadia
Email: Stuti.Bagadia@choiceindia.com
Ph: +91 22 6707 9511

Continued Growth Momentum Backed by Strong Launch Pipeline

We continue to believe SENORES ***remains in a high-growth phase***, supported by its product and market expansion strategy. ***~30 owned ANDAs are planned for launch in FY27E***, including high-margin CGT and FTF opportunities. Additionally, the ***EM business has a portfolio of 478 approved products***, which we expect to be commercialised in the next 18–24 months. Further, ***we expect full benefits from the Apnar acquisition to accrue from H2FY27E***, with FY27E revenue contribution estimated at INR 800–1,000 Mn. We believe improved product mix and operational leverage from Apnar scale-up should drive ***~100 bps margin expansion in FY27E***, with further improvement likely in FY28E.

We forecast Revenue/EBITDA/PAT CAGR of 20.0%/23.5%/21.2% over FY26–29E. We value the company at 30x FY28E EPS, arriving at a revised TP of **INR 1,165** (earlier INR 1,045) and maintain a **BUY** rating.

Healthy Revenue Momentum; Margin Affected by Apnar Integration

- Revenue grew 53.4% YoY / 2.5% QoQ to INR 1,752 Mn (vs. CIE estimate: INR 1,591 Mn).
- EBITDA grew 144.3% YoY but declined 5.8% QoQ to INR 475 Mn (vs. CIE estimate: INR 504 Mn); margin expanded 1,009 bps YoY but declined 237 bps QoQ to 27.1% (vs. CIE estimate: 31.7%).
- PAT increased 77.3% YoY but declined 0.2% QoQ to INR 316 Mn (vs. CIE estimate: INR 358 Mn).

FY27E Revenue Forecast to Grow 30–40% on Sustained Launch Momentum

SENORES delivered ***robust growth in both, Q4 and FY26***, surpassing its full-year guidance of ~50% revenue growth over FY25, led by a strong traction in regulated markets and new launches (~20 ANDAs commercialised in FY26). The management expects the momentum to continue with ***30-40% revenue growth in FY27E***, driven by:

- **Regulated Markets:** Expected to remain the ***key growth driver*** with sustained ***launch momentum of ~30 owned ANDAs*** planned in FY27E, including CGT and FTF opportunities. Additionally, ***the Apnar acquisition enhances manufacturing capabilities*** and is anticipated to contribute INR 800–1,000 Mn revenue in FY27E.
- **Emerging Markets:** The company is ***increasingly focusing on higher-value niche products***, supported by a portfolio of 478 approved products. It is also ***expanding rapidly into new mid-tier markets***, which could aid asset utilisation improvement over time.

FY27E Margins to Expand ~100bps despite Acquisition Cost

EBITDA margin expanded sharply by 410 bps in FY26, driven by higher contribution from owned products and benefits of backward integration. While ***FY27E margin expansion may moderate*** due to incremental expenses related to the Apnar acquisition, ***we still project ~100 bps improvement***. ***Margin expansion could accelerate further in FY28E*** as launches scale up and operating leverage strengthens.

Particulars (INR Mn)	Q4FY26	Q4FY25	YoY (%)	Q3FY26	QoQ (%)
Revenue	1,752	1,142	53.4	1,710	2.5
Cost of Goods Sold	662	575	15.2	670	(1.2)
Gross Margin (%)	62.2	49.7	1,251 bps	60.8	141 bps
Operating Expenses	615	373	144.6	535	35.1
EBITDA	475	194	144.3	504	(5.8)
EBITDA Margin (%)	27.1	17.0	1,009 bps	29.5	(237) bps
Depreciation	93	52	77.8	79	18.3
Interest	85	53	59.6	53	58.7
PBT	474	207	129.2	446	6.3
Tax	107	27	295.9	110	(2.6)
PAT	316	178	77.3	317	(0.2)
EPS (INR)	6.9	3.9	77.3	6.9	(0.2)
Geographical Mix (INR Mn)	**Q4FY26**	**Q4FY25**	**YoY (%)**	**Q3FY26**	**QoQ (%)**
Regulated Markets	1,178	438	168.9	1,127	4.5
Emerging Markets	495	468	5.8	384	28.9
Branded Generics	94	40	135.0	235	(60.0)

Source: SENORES, Choice Institutional Equities

Management Call – Highlights

Apnar is projected to contribute INR 800–1000 Mn revenue in FY27E and scale up to INR 1800–2000 Mn revenue in the next 2–3 years.

Management guided for FY27E revenue growth of 30–40% and PAT growth of 50–60%, driven by commercialisation of pending ANDAs, ramp-up in Apnar and growth across Emerging Markets and Branded Generics.

Regulated Markets

- ***Expanded its approved ANDA portfolio, from 26 ANDAs in FY25 to 51 ANDAs*** with 151 strengths in FY26, reflecting strong execution capabilities in the US generics market.
- ***30 approved ANDAs covering more than 300 strengths are expected to be launched in the next six to eight quarters.***
- ***Commenced commercialisation from Apnar facility in Q4FY26.***
- ***Apnar is projected to contribute INR 800–1000 Mn revenue in FY27E*** and scale up to INR 1800–2000 Mn revenue in the next 2–3 years.

Emerging Markets

- The business ***achieved its highest-ever quarterly revenue and EBITDA performance*** in Emerging Markets in Q4FY26.
- ***EBITDA margin in the Emerging Markets segment improved to around 20% in Q4***, supported by an increasing focus on niche and specialty products. The ***management expects to sustain this, going forward.***
- ***FY27E Emerging Markets' revenue is anticipated to reach around INR 1800 Mn***, driven by expansion into newer geographies and niche product launches.

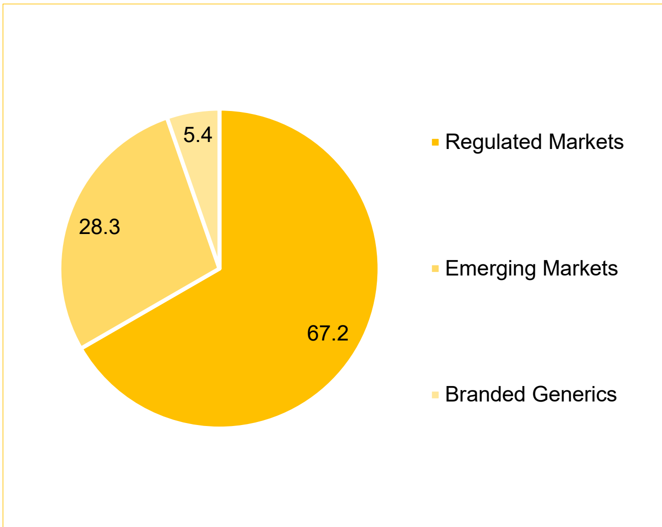
Branded Generics

- The India branded generics business continued to scale up strongly with FY26 revenue reaching INR 400 Mn, ***nearly five times higher than FY25 level.***
- ***Management guided for INR 600–700 Mn revenue from the branded generics business in FY27E,*** led by deeper hospital penetration and portfolio expansion.

Outlook & Management Guidance:

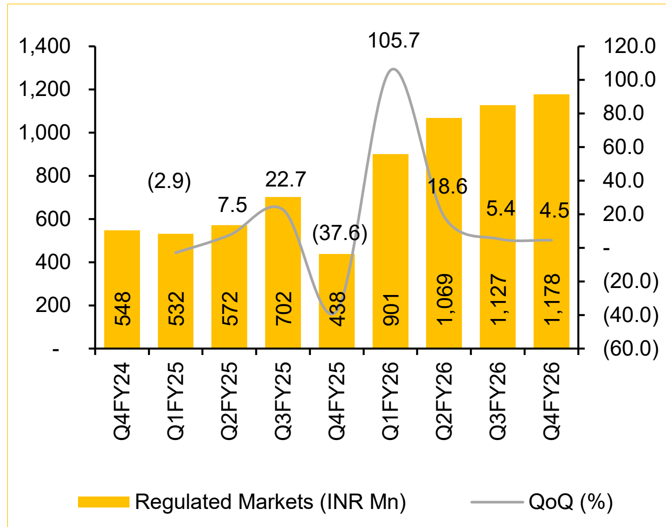
- ***Management guided for FY27E revenue growth of 30–40% and PAT growth of 50–60%***, driven by commercialisation of pending ANDAs, ramp-up in Apnar and growth across Emerging Markets and Branded Generics.
- ***Blended EBITDA margin for FY27E is expected to remain in the 29–31% range,*** while core operational margin is likely to be around 28–28.5%, excluding operating other income.
- Apnar acquisition led to temporary working capital pressure, with working capital days at elevated levels; excluding Apnar, ***working capital days stood at 104 days.***

Q4FY26 Segment Revenue Split (INR 1.7 Bn)



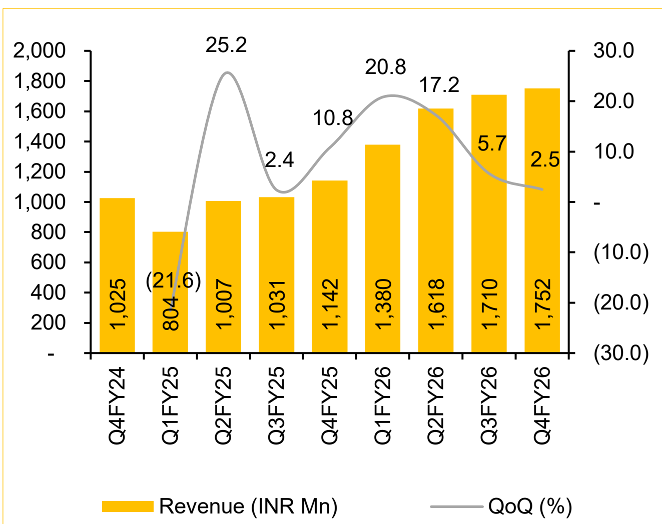
Source: SENORES, Choice Institutional Equities

Continued Growth Trajectory in Regulated Markets



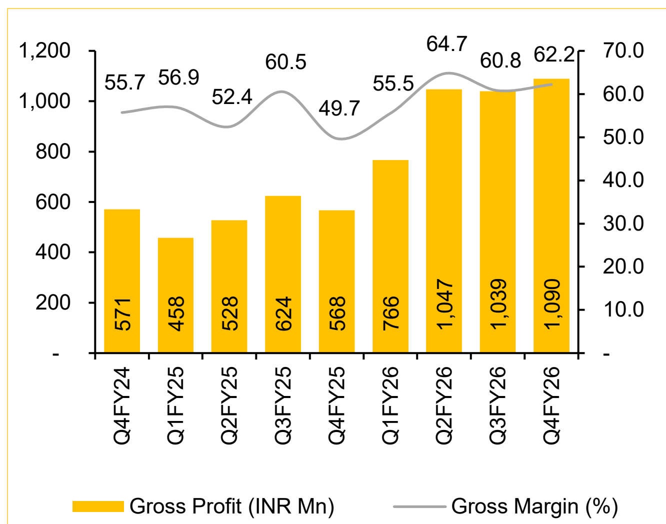
Source: SENORES, Choice Institutional Equities

Revenue Growth above Estimate



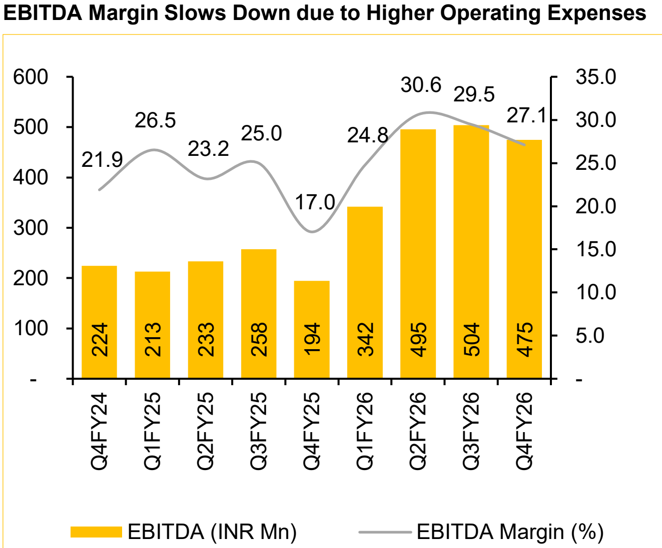
Source: SENORES, Choice Institutional Equities

Gross Margin Improves YoY on Backward Integration



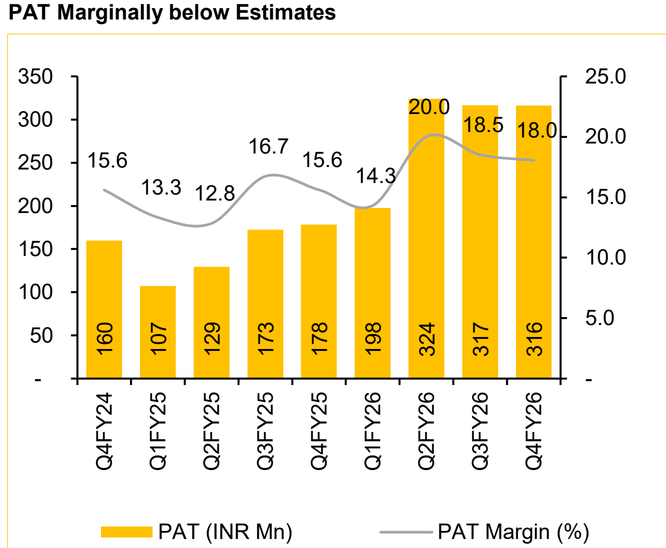
Source: SENORES, Choice Institutional Equities

EBITDA Margin Slows Down due to Higher Operating Expenses



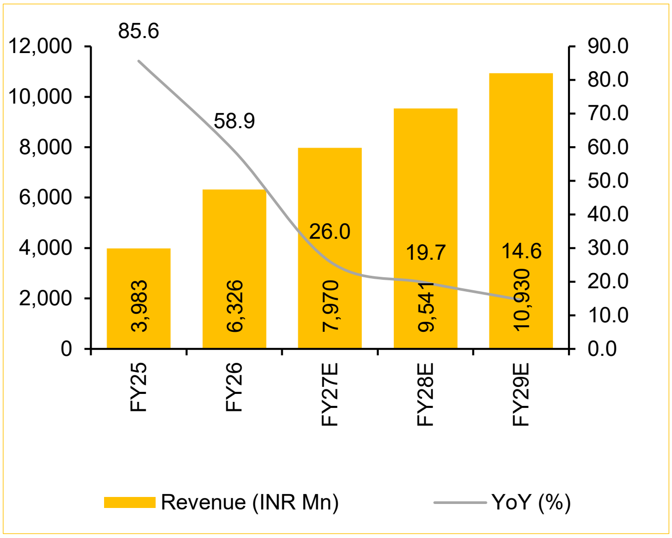
Source: SENORES, Choice Institutional Equities

PAT Marginally below Estimates



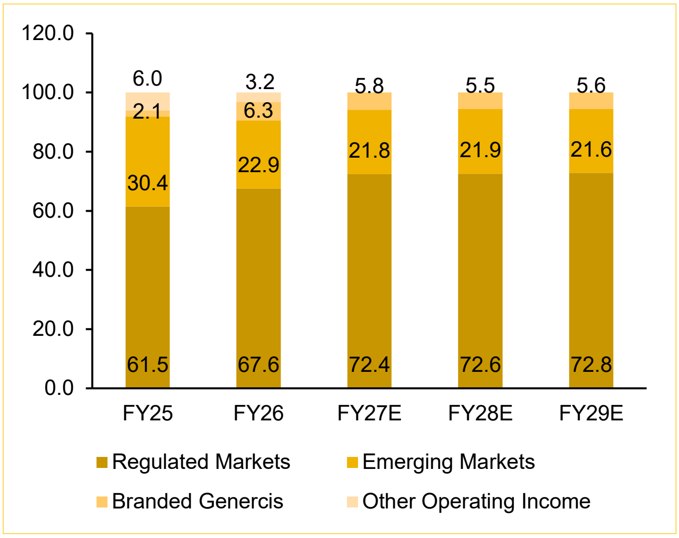
Source: SENORES, Choice Institutional Equities

Revenue Forecast to Expand at 20.0% CAGR over FY26–29E



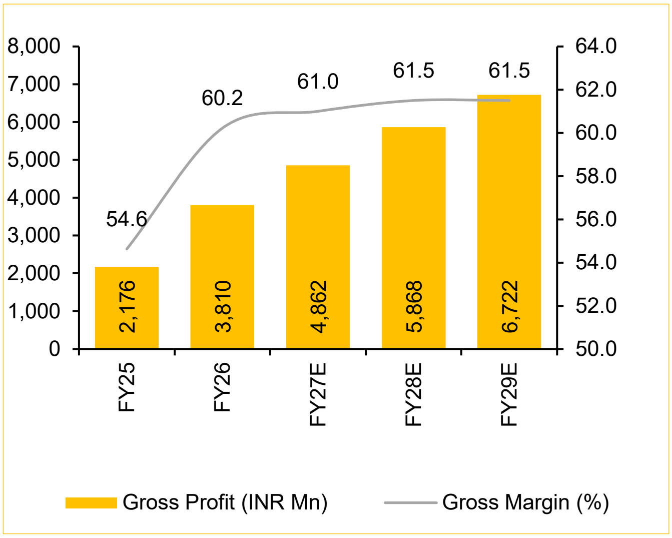
Source: SENORES, Choice Institutional Equities

Segment Contribution (as a % of revenue)



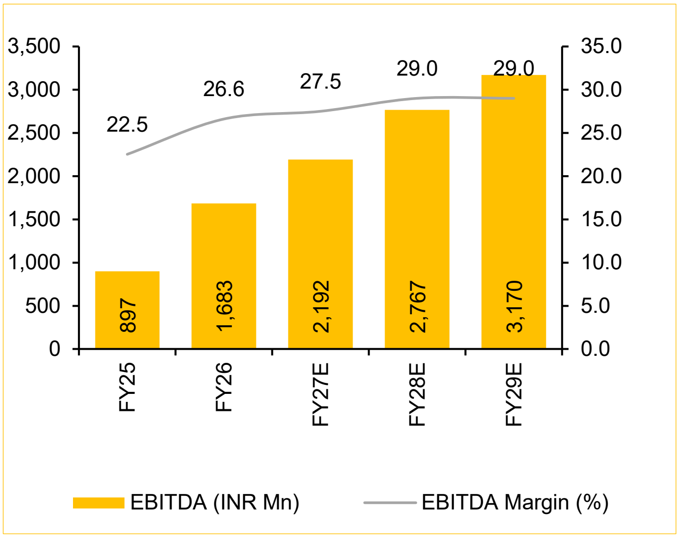
Source: SENORES, Choice Institutional Equities

Gross Margin Expansion Supported by Backward Integration



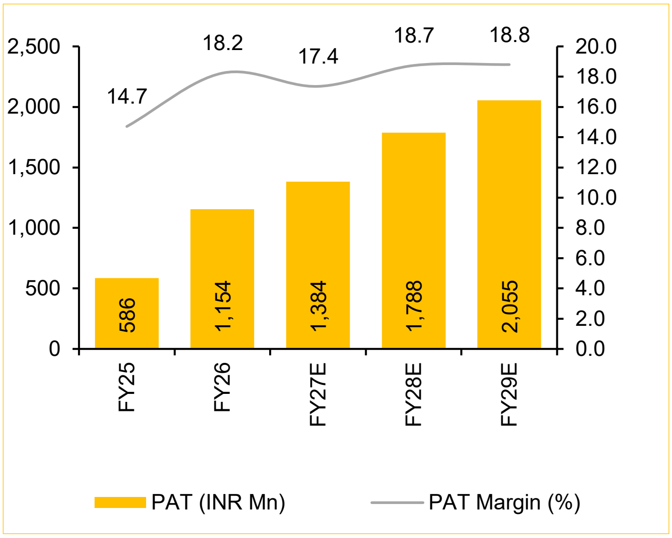
Source: SENORES, Choice Institutional Equities

EBITDA Margin Likely to Continue Expanding on Better Mix



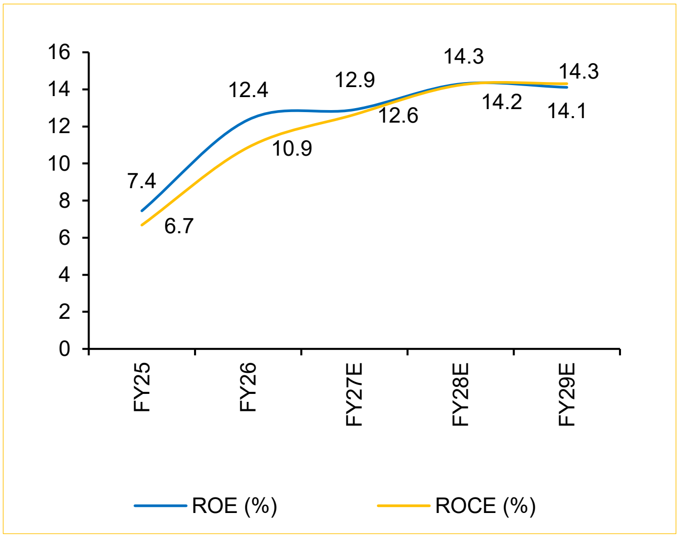
Source: SENORES, Choice Institutional Equities

PAT Growth to Mirror EBITDA



Source: SENORES, Choice Institutional Equities

ROE and ROCE



Source: SENORES, Choice Institutional Equities

Income Statement (INR Mn)

Particulars	FY25	FY26	FY27E	FY28E	FY29E
Revenue	3,983	6,326	7,970	9,541	10,930
Gross Profit	2,176	3,810	4,862	5,868	6,722
EBITDA	897	1,683	2,192	2,767	3,170
Depreciation	168	313	436	549	661
EBIT	729	1,371	1,756	2,218	2,509
Other Income	193	471	279	334	383
Interest Expense	216	250	238	230	223
PBT	706	1,591	1,797	2,322	2,668
PAT	586	1,154	1,384	1,788	2,055
EPS (INR)	12.7	25.1	30.0	38.8	44.6

Ratio Analysis	FY25	FY26	FY27E	FY28E	FY29E
Growth Ratios (%)					
Revenue	85.6	58.9	26.0	19.7	14.6
Gross Profit	100.7	75.1	27.6	20.7	14.6
EBITDA	115.7	87.6	30.2	26.2	14.6
PAT	86.2	97.0	19.9	29.2	14.9
Margins (%)					
Gross Profit Margin	54.6	60.2	61.0	61.5	61.5
EBITDA Margin	22.5	26.6	27.5	29.0	29.0
PBT Margin	17.7	25.1	22.5	24.3	24.4
Tax Rate	17.3	23.6	23.0	23.0	23.0
PAT Margin	14.7	18.2	17.4	18.7	18.8
Profitability (%)					
ROE	7.4	12.4	12.9	14.3	14.1
ROIC	5.7	8.7	10.1	11.3	11.3
ROCE	6.7	10.9	12.6	14.2	14.3
Financial Leverage					
OCF/EBITDA (x)	(0.5)	0.4	0.9	0.6	0.8
OCF/Net Profit (x)	(0.8)	0.5	1.5	0.9	1.2
Debt to Equity	0.4	0.4	0.3	0.2	0.2
Interest Coverage	3.4	5.5	7.4	9.6	11.3
Working Capital					
Inventory Days	114	130	130	130	130
Debtor Days	114	187	110	110	110
Payable Days	136	340	200	150	150
Cash Conversion Cycle	92	-24	40	90	90
Valuation Metrics					
No of Shares (Mn)	46.1	46.1	46.1	46.1	46.1
EPS (INR)	12.7	25.1	30.0	38.8	44.6
BVPS (INR)	170.7	202.7	232.8	271.6	316.2
Market Cap (INR Bn)	44.0	44.0	44.0	44.0	44.0
PE	75.1	38.1	31.8	24.6	21.4
P/BV	5.6	4.7	4.1	3.5	3.0
EV/EBITDA	48.1	27.1	20.9	16.6	14.2
EV/Sales	10.8	7.2	5.8	4.8	4.1

Source: SENORES, Choice Institutional Equities

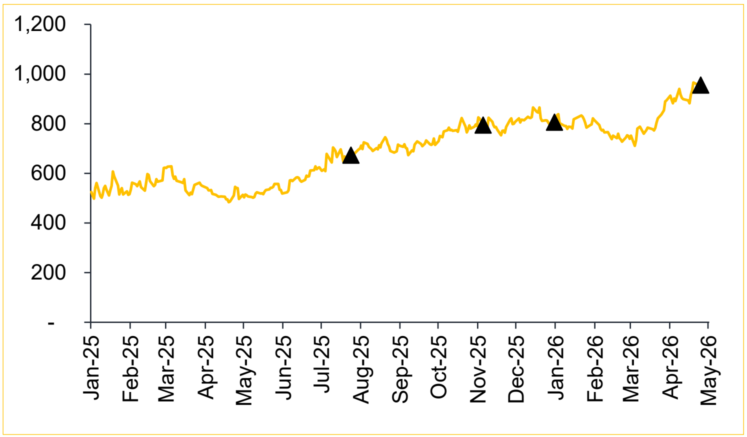
Balance Sheet (INR Mn)

Particulars	FY25	FY26	FY27E	FY28E	FY29E
Net Worth	7,862	9,336	10,720	12,507	14,562
Minority Interest	261	309	309	309	309
Borrowings	3,148	3,420	3,320	3,220	3,120
Trade Payables	672	2,347	1,703	1,510	1,729
Other Non-Current Liabilities	33	72	72	72	72
Other Current Liabilities	294	553	553	553	553
Total Net Worth & Liabilities	**12,269**	**16,038**	**16,678**	**18,172**	**20,346**
Net Block	1,989	3,314	4,878	5,829	6,668
Capital WIP	442	175	175	175	175
Goodwill & Intangible Assets	925	1,533	1,533	1,533	1,533
Investments	0	289	289	289	289
Trade Receivables	1,239	3,248	2,402	2,875	3,294
Cash & Cash Equivalents	3,855	1,596	1,303	1,171	1,898
Other Non-Current Assets	1,689	2,603	2,603	2,603	2,603
Other Current Assets	2,131	3,280	3,495	3,696	3,886
Total Assets	**12,269**	**16,038**	**16,678**	**18,172**	**20,346**

Cash Flows (INR Mn)	FY25	FY26	FY27E	FY28E	FY29E
Cash Flows from Operations	(459)	621	2,046	1,698	2,549
Cash Flows from Investing	(4,295)	(1,205)	(2,000)	(1,500)	(1,500)
Cash Flows from Financing	5,731	(13)	(338)	(330)	(323)

DuPont Analysis	FY25	FY26	FY27E	FY28E	FY29E
Tax Burden (%)	83.0	72.5	77.0	77.0	77.0
Interest Burden (%)	96.9	116.1	102.3	104.7	106.4
EBIT Margin (%)	18.3	21.7	22.0	23.3	23.0
Asset Turnover (x)	0.3	0.4	0.5	0.5	0.5
Equity Multiplier (x)	1.6	1.7	1.6	1.5	1.4
ROE (%)	**7.4**	**12.4**	**12.9**	**14.3**	**14.1**

Historical Price Chart: SENORES



Date	Rating	Target Price
August 22, 2025	BUY	960
November 7, 2025	BUY	1,010
January 21, 2026	BUY	1,045
May 15, 2026	BUY	1,165

Institutional Research Team			
Utsav Verma, CFA	Head of Institutional Research	utsav.verma@choiceindia.com	+91 22 6707 9440
Ambrish Shah	Analyst - Power	ambrish.shah@choiceindia.com	+91 22 6707 9251
Ashutosh Murarka	Analyst – Building Materials	ashutosh.murarka@choiceindia.com	+91 22 6707 9521
Bhavik Shah, CFA	Analyst – Metals & Mining	Bhavik.shah@choiceindia.com	+91 22 6707 9521
Deepika Murarka	Analyst – Healthcare	deepika.murarka@choiceindia.com	+91 22 6707 9513
Dhanshree Jadhav	Analyst – Technology	dhanshree.jadhav@choiceindia.com	+91 22 6707 9535
Dhaval Popat	Analyst – Energy	dhaval.popat@choiceindia.com	+91 22 6707 9949
Fenil Brahmbhatt	Analyst – Realty & Building Materials	fenil.brahmbhatt@choiceindia.com	+91 22 6707 9930
Ishank Gupta	Analyst – NBFCs	ishank.gupta@choiceindia.com	+91 22 6707 9867
Karan Kamdar	Analyst – Consumer Discretionary, Small and Midcaps	karan.kamdar@choiceindia.com	+91 22 6707 9451
Kunal Bajaj	Analyst – Technology	kunal.bajaj@choiceindia.com	+91 22 6707 9901
Maitri Sheth	Analyst – Pharmaceuticals	maitri.sheth@choiceindia.com	+91 22 6707 9511
Putta Ravi Kumar	Analyst – Defence	ravi.putta@choiceindia.com	+91 22 6707 9908
Preeyam Tolia	Analyst – FMCG & Retail	preeyam.tolia@choiceindia.com	+91 22 6707 9987
Aayush Saboo	Sr. Associate– Realty	aayush.saboo@choiceindia.com	+91 22 6707 9930
Avi Jhaveri	Sr. Associate – Technology	avi.jhaveri@choiceindia.com	+91 22 6707 9901
Bharat Kumar Kudikyala	Sr. Associate – Building Materials	bharat.kudikyala@choiceindia.com	+91 22 6707 9521
Samarth Goel	Sr. Associate– Small and Midcaps	samarth.goel@choiceindia.com	+91 22 6707 9451
Subhash Gate	Sr. Associate – Autos	subhash.gate@choiceindia.com	+91 22 6707 9233
Heer Gogri	Associate – Small and Midcaps	heer.gogri@choiceindia.com	+91 22 6707 9433
Heet Chheda	Associate – Autos	heet.chheda@choiceindia.com	+91 22 6707 9233
Rushil Katiyar	Associate – Technology	rushil.katiyar@choiceindia.com	+91 22 6707 9901
Shreya Mehra	Associate – Technology	shreya.mehra@choiceindia.com	+91 22 6707 9535
Stuti Bagadia	Associate – Pharmaceuticals	stuti.bagadia@choiceindia.com	+91 22 6707 9511
Vinay Rawal	Associate – Small and Midcaps	vinay.rawal@choiceindia.com	+91 22 6707 9433

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 stasis 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 20,000 Cr Market Cap
*Mid & Small Cap: Less Than INR 20,000 Cr Market Cap

Disclaimer & Disclosure

Research Disclaimer and Disclosure inter-alia as required under Securities and Exchange Board of India (Research Analysts) Regulations, 2014

Choice Equity Broking Private Limited is a registered Research Analyst Entity (Reg. No. INH000000222) CIN. NO.: U65999MH2010PTC198714. Reg. Add.: Sunil Patodia Tower, J B Nagar, Andheri (East), Mumbai 400099. Tel. No. 022-6707 9999 . Compliance Officer-Prashant Salian. Tel. 022-6707 9999-Ext. 896. Email- Compliance@choiceindia.com. Grievance officer-Deepika Singhvi Tel.022-67079999- Ext-834.

Email- ig@choiceindia.com

General Disclaimer:

Investment in securities market are subject to market risks. Read all the related documents carefully before investing. Registration granted by SEBI, and certification from NISM in no way guarantee performance of the intermediary or provide any assurance of returns to investors

This report ("Report") is prepared by Choice Equity Broking Private Limited as a Research Entity (hereinafter referred as "CEBPL") in its capacity as a SEBI-registered Research Analyst and is intended solely for informational and educational purposes. This Report is meant exclusively for the recipient and shall not be circulated, reproduced, or distributed, in whole or in part.

This Report does not take into account the specific investment objectives, financial situation, risk profile, or particular needs of any individual or class of investors and does not constitute a personal recommendation or investment advice. Any views, opinions, or recommendations expressed herein are based on publicly available information and internal analysis and are subject to change without notice.

Nothing contained in this Report shall be construed as an offer, solicitation, or inducement to buy, sell, or subscribe to any securities, derivatives, or other financial instruments, nor shall it be considered as investment, legal, accounting, or tax advice. Recipients are advised to conduct their own independent analysis and are encouraged to seek independent professional advice before making any investment or trading decisions.

The information contained in this Report has been compiled from sources believed to be reliable; however, CEBPL does not represent or warrant the accuracy, completeness, or reliability of such information. CEBPL, its directors, employees, or associates shall not be liable for any losses, damages, or expenses arising directly or indirectly from the use of or reliance upon this Report.

Investments in securities are subject to market risks. The price and value of investments and the income from them may fluctuate, and investors may incur losses. Past performance is not indicative of future results. Opinions expressed herein are as of the date of this Report and may differ from views expressed in other research reports due to differences in methodology, assumptions, or time horizons.

Disclaimers in respect of Jurisdiction:

This Report is not intended for distribution to, or use by, any person or entity who is a citizen or resident of, or located in, any jurisdiction where such distribution, publication, or use would be contrary to applicable laws or regulations, or would subject CEBPL to any registration or licensing requirements in such jurisdiction.

No action has been taken or will be taken by CEBPL in any jurisdiction outside India where such action would be required for distribution of this Report. Accordingly, this Report shall not be directly or indirectly distributed, published, or circulated in any such jurisdiction except in compliance with applicable laws and regulations.

Recipients of this Report are required to inform themselves of, and comply with, all applicable legal and regulatory restrictions at their own expense and without any liability to CEBPL. Any dispute arising out of or in connection with this Report shall be subject to the exclusive jurisdiction of the competent courts in Mumbai, India.

Disclosure on Ownership and Material Conflicts of Interest:

- "CEBPL", its Research Analyst(s), their associates and relatives may have any financial interest in the subject company covered in this Research Report.
- "CEBPL", its Research Analyst(s), their associates and relatives may have actual or beneficial ownership of one percent (1%) or more of the securities of the subject company, as on the last day of the month immediately preceding the date of publication of this Research Report.
- "CEBPL", its Research Analyst(s), their associates and relatives may have any other material conflict of interest at the time of publication of this Research Report.

Disclosure on Receipt of Compensation:

- "CEBPL" or its associates may have received compensation from the subject company during the past twelve months.
- "CEBPL" or its associates may have managed or co-managed public offerings of securities for the subject company during the past twelve months.
- "CEBPL" or its associates may have received compensation from the subject company during the past twelve months for investment banking, merchant banking or brokerage services.
- "CEBPL" or its associates may have received compensation from the subject company during the past twelve months for products or services other than investment banking, merchant banking or brokerage services.
- "CEBPL" or its associates have not received any compensation or other benefits from the subject company or any third party in connection with the preparation or publication of this Research Report.
- Research Analyst may have served as an officer, director or employee of the subject company covered in this Research Report.
- "CEBPL" and Research analyst may engage in market-making activity in the securities of the subject company.

Details of Associates of CEBPL and Brief History of Disciplinary action by regulatory authorities are available on our website i.e. www. https://choiceindia.com/research-listing

MAITRI J SHETH

Digitally signed by MAITRI J SHETH
Date: 2026.05.15
06:40:59 +05'30'