

Ipca posted a broad-based sales beat across markets (ex-branded exports) in 1QFY27, with the strong sales beat translating into a 20%/24% EBITDA beat vs our/street estimates. Given the strong 1Q performance, the management has raised its FY27 consolidated topline growth and margin guidance to 14-16% (vs 12-13% earlier) and 23% (vs 22% earlier), respectively. In our view, Ipca's 1QFY27 performance settles key ongoing investor debates around the name: 1) Unichem potentially achieving margins in line with other US generic businesses (mid-teens) in the medium term (for context, the ~11% margin posted by Unichem in 1Q was what we were building in for FY28); 2) room for Ipca's standalone margins to expand further (26.3% ex-forex gain in 1QFY27 vs 25.2% in FY26; path to 30% standalone margin in the medium term, per the management); and 3) scope for a meaningful uptick in Ipca's own US portfolio, given concerns that the opportunity size for some of its products could have shrunk over the years (the robust 1Q US growth for Unichem being primarily driven by Ipca's own portfolio comprehensively addresses this concern, in our view). Note that Ipca's 13% domestic formulations growth in 1Q (full-year guidance also at 12-13%) should be seen in the context of its double-digit domestic growth not being contingent on a recovery in the broader market (structural domestic volume growth well ahead of peers' on 4-year CAGR basis). We raise FY27E/28E EPS by 5%/3% (still below Ipca's revised guidance). We roll forward to Sep-28E EPS and assign a higher target multiple to Unichem. We retain BUY; TP now stands revised up by 8.3% to Rs1,950.

Strong generics + API performance; domestic sales marginally ahead

Domestic formulations growth (13% yoy) was marginally ahead, driven by double-digit growth across key therapies (pain, cardiac, anti-diabetic, CNS, derma, and urology). Branded sales (16% yoy) missed our estimates while generics growth (27% yoy) was meaningfully ahead of expectations, aided by growth across markets (EU, US, and UK; new launch-driven). The sharp increase in generic institutional sales in 1Q was driven by shipments worth ~Rs400mn being delayed from Mar-to-Apr '26. The beat in consolidated EBITDA margin (24%; ~300bps ahead) was primarily driven by operating leverage gains.

KTAs from the earnings call

1) Retains guidance of 10% topline growth and 13% EBITDA margin for Unichem in FY27. 2) Unichem's US business posted 27% growth in 1Q, with Unichem's own US portfolio growing 9%. Expects 7-8 new launches per year in the US (Ipca + Unichem) and 15-17% US growth in the medium term. 3) Expects full-year generic institutional sales to track the Rs2.6-3bn range. 4) Despite fluctuations in input prices and escalating logistics costs, expects sales growth to outpace the increase in raw material costs going forward; margin guidance bakes in the increase in logistics costs. (Additional KTAs on next page)

Target Price – 12M	Sep-27
Change in TP (%)	8.3
Current Reco.	BUY
Previous Reco.	BUY
Upside/(Downside) (%)	12.5

Stock Data	IPCA IN
52-week High (Rs)	1,945
52-week Low (Rs)	1,252
Shares outstanding (mn)	253.7
Market-cap (Rs bn)	440
Market-cap (USD mn)	4,609
Net-debt, FY27E (Rs mn)	(11,464.5)
ADTV-3M (mn shares)	0.3
ADTV-3M (Rs mn)	574.1
ADTV-3M (USD mn)	6.0
Free float (%)	55.3
Nifty-50	24,366.0
INR/USD	95.4

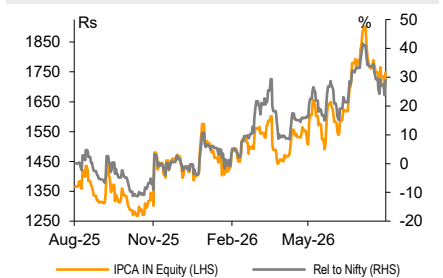
Shareholding, Jun-26

Promoters (%)	44.7
FPIs/MFs (%)	10.7/37.4

Price Performance

(%)	1M	3M	12M
Absolute	(5.8)	9.5	27.0
Rel. to Nifty	(7.0)	6.4	28.3

1-Year share price trend (Rs)



Ipca Laboratories: Financial Snapshot (Consolidated)

Y/E Mar (Rs mn)	FY25	FY26	FY27E	FY28E	FY29E
Revenue	89,396	96,463	107,441	117,637	128,967
EBITDA	17,261	19,786	23,535	26,833	30,578
Adj. PAT	9,427	11,675	13,870	15,906	18,310
Adj. EPS (Rs)	37.2	46.0	54.7	62.7	72.2
EBITDA margin (%)	19.3	20.5	21.9	22.8	23.7
EBITDA growth (%)	30.7	14.6	18.9	14.0	14.0
Adj. EPS growth (%)	43.9	23.8	18.8	14.7	15.1
RoE (%)	14.2	15.6	16.0	15.9	15.8
RoIC (%)	13.1	15.4	17.1	18.2	19.5
P/E (x)	46.7	37.7	31.7	27.7	24.0
EV/EBITDA (x)	25.8	22.5	18.9	16.6	14.6
P/B (x)	6.3	5.5	4.7	4.1	3.6
FCFF yield (%)	2.1	0.6	1.6	2.1	2.5

Source: Company, Emkay Research

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Additional KTAs from the earnings call

- 1) Domestic acute performance was partly impacted by a 24% decline in anti-malarials and flattish sales in anti-bacterials in 1Q; share of anti-malarials in domestic sales is now insignificant (~1%).
- 2) Ipca's generic business growth (ex-institutional) in 1Q was driven by a strong growth in Europe (~70%) and an 8% increase in US shipments (marginal decline in Canada).
- 3) Unichem's topline growth was aided by growth in other markets—Brazil (52%; now profitable) and RoW (2x)—as well as in the API business (73%). Europe sales grew 3%.
- 4) Unichem remains focused on API cost reduction with the process of API source change to Ipca currently underway.
- 5) Expects Unichem's revenue and margin profile to improve with new product registrations in various international markets, including Europe, Australia, New Zealand, Canada, and Chile. Ipca is yet to start leveraging Unichem's portfolio in ex-US markets.
- 6) The India field-force stands at ~7,000 MRs; expects addition of ~200 MRs in the middle of the current financial year, with the launch of new divisions.
- 7) Biosimilar pipeline: 7 candidates with engineering batches taken for 2 products; known titer values are 2x or more vs current market values; pipeline includes one high-value product, which is expected to be launched around patent expiry; expects stability results and initiation of clinical trials (in line with the protocols for global agencies) in FY28.
- 8) Capex guidance of Rs7-8bn for FY27; focus areas for capacity addition: extended-release formulations in Pithampur, biosimilar manufacturing (Rs1bn more on pilot facilities and R&D), API capacity in Dewas, and intermediates (continuous processes) at Wardha.
- 9) Expects term loan outstanding of Rs700mn by the end of FY27 (Rs1.9bn currently; no working capital debt) and a decline in interest costs.

This report is intended for Team White Marque Solutions (team.emkay@whitemarquesolutions)

Exhibit 1: Ipca Laboratories – 1QFY27 earnings snapshot

Ipca - P&L	1QFY26	1QFY27A	yoy chg	1QFY27E	Delta vs Emkay	1QFY27E (consensus)	Delta vs consensus	4QFY26	qoq chg
(Rs mn)									
Net sales	23,089	27,881	21%	26,372	6%	25,847	8%	23,885	17%
Raw material	6,916	7,974	15%	7,674	4%			6,916	15%
Gross Profit	16,173	19,908	23%	18,698	6%			16,969	17%
- Margin	70.0%	71.4%	135 bps	70.9%	50 bps			71.0%	36 bps
Staff costs	5,432	6,016	11%	5,881	2%			5,330	13%
Other expenses	6,577	7,197	9%	7,252	-1%			6,800	6%
EBITDA	4,164	6,695	61%	5,564	20%	5,420	24%	4,839	38%
- EBITDA Margin	18.0%	24.0%	598 bps	21.1%	291 bps	21.0%	304 bps	20.3%	375 bps
Other income	327	253	-23%	303	-17%			337	-25%
Finance costs	185	119	-36%	152	-22%			202	-41%
Depreciation	1,001	1,108	11%	1,134	-2%			1,071	3%
Exceptional items	-	-		-				142	
Profit Before Tax (PBT)	3,305	5,721	73%	4,582	25%			4,045	41%
Tax	961	1,493	55%	1,191	25%			951	57%
- Tax rate	29.1%	26.1%		26.0%				23.5%	
Minority + Associates	(12)	(209)		(113)				(103)	
Reported PAT	2,332	4,019	72%	3,277	23%			2,991	34%
Adj PAT	2,332	4,019	72%	3,277	23%	3,154	27%	2,849	41%
Adj EPS (Rs)	9.2	15.8	72%	12.9	23%			11.2	41%
% Cost Ratios	1QFY26	1QFY27A	% yoy	1QFY27E	Delta vs Emkay			4QFY26	qoq chg
Raw Material cost	30.0	28.6	-135 bps	29.1	-50 bps			29.0	36 bps
Staff cost	23.5	21.6	-195 bps	22.3	-72 bps			22.3	74 bps
Mfg & Other expenses	28.5	25.8	-267 bps	27.5	-169 bps			28.5	266 bps
Sales Break-up	1QFY26	1QFY27A	% yoy	1QFY27E	Delta vs Emkay			4QFY26	qoq chg
Domestic	10,372	11,735	13%	11,533	2%			9,577	23%
Formulations	9,610	10,821	13%	10,619	2%			8,533	27%
API	762	914	20%	914	0%			1,043	-12%
Exports	6,998	9,354	34%	8,431	11%			8,455	11%
Formulations	4,496	6,030	34%	5,680	6%			6,053	0%
- Generic	2,682	3,400	27%	3,165	7%			3,410	0%
- Branded	1,236	1,433	16%	1,792	-20%			1,902	-25%
- Institutional	578	1,198	107%	723	66%			741	62%
Subsidiaries	5,620	6,689	19%	6,294	6%			5,741	16%
API	2,502	3,324	33%	2,752	21%			2,402	38%

Source: Company, Bloomberg, Emkay Research

This report is intended for Team White Marque Solutions (team.emkay@whitemarqueresolutions)

Exhibit 2: Changes to estimates

Rs mn	FY27E			FY28E			FY29E		
	Old	New	Change	Old	New	Change	Old	New	Change
Promotional biz - branded	7,234	6,637	-8%	7,885	7,234	-8%	8,595	7,885	-8%
Generic - Institutional tenders	2,996	3,009	0%	3,236	3,235	0%	3,495	3,478	0%
Europe and others	12,696	13,616	7%	14,030	14,909	6%	15,503	16,326	5%
Export formulations - Total	22,926	23,262	1%	25,150	25,378	1%	27,675	27,771	0%
Export API	11,097	11,777	6%	11,762	12,366	5%	12,468	12,984	4%
Total Exports	34,023	35,039	3%	36,913	37,744	2%	40,143	40,756	2%
Domestic formulations	42,371	42,677	1%	47,032	47,457	1%	52,206	52,772	1%
Domestic API	3,698	3,698	0%	3,920	3,920	0%	4,155	4,155	0%
Total Domestic	46,070	46,375	1%	50,952	51,377	1%	56,361	56,927	1%
Other operating revenue	453	453	0%	498	498	0%	548	548	0%
Unichem	24,006	24,299	1%	26,017	26,497	2%	28,204	28,900	2%
Revenue from Other Subsidiaries	1,200	1,274	6%	1,345	1,520	13%	1,523	1,836	21%
Total income	105,751	107,441	2%	115,726	117,637	2%	126,780	128,967	2%
Raw Material/FG	30,774	30,997	1%	33,329	33,585	1%	36,132	36,433	1%
%	29.1%	28.9%		28.8%	28.6%		28.5%	28.3%	
Gross Profit	74,977	76,444	2%	82,397	84,052	2%	90,647	92,534	2%
Gross Profit margin	70.9%	71.2%		71.2%	71.5%		71.5%	71.8%	
EBITDA	22,496	23,535	5%	25,723	26,833	4%	29,384	30,578	4%
EBITDA margin	21.3%	21.9%		22.2%	22.8%		23.2%	23.7%	
PAT	13,248	13,870	5%	15,508	15,906	3%	18,115	18,310	1%
PAT margin	12.5%	12.9%		13.4%	13.5%		14.3%	14.2%	
EPS (Rs)	52.2	54.7	5%	61.1	62.7	3%	71.4	72.2	1%

Source: Emkay Research

This report is intended for Team White Marquee Solutions (team.emkay@whitemarquesolutions)

Ipca Laboratories: Consolidated Financials and Valuations

Profit & Loss					
Y/E Mar (Rs mn)	FY25	FY26	FY27E	FY28E	FY29E
Revenue	89,396	96,463	107,441	117,637	128,967
Revenue growth (%)	16.0	7.9	11.4	9.5	9.6
EBITDA	17,261	19,786	23,535	26,833	30,578
EBITDA growth (%)	30.7	14.6	18.9	14.0	14.0
Depreciation & Amortization	3,978	4,181	4,576	4,970	5,403
EBIT	13,283	15,604	18,958	21,862	25,175
EBIT growth (%)	37.8	17.5	21.5	15.3	15.2
Other operating income	-	-	-	-	-
Other income	928	1,144	1,119	1,218	1,475
Financial expense	849	759	437	340	243
PBT	13,362	15,989	19,640	22,741	26,407
Extraordinary items	(2,051)	(264)	0	0	0
Taxes	3,436	3,812	5,106	5,913	6,866
Minority interest	(476)	(427)	(670)	(928)	(1,237)
Income from JV/Associates	(273)	(76)	7	7	7
Reported PAT	7,377	11,411	13,870	15,906	18,310
PAT growth (%)	34.8	54.7	21.5	14.7	15.1
Adjusted PAT	9,427	11,675	13,870	15,906	18,310
Diluted EPS (Rs)	37.2	46.0	54.7	62.7	72.2
Diluted EPS growth (%)	43.9	23.8	18.8	14.7	15.1
DPS (Rs)	4.0	2.1	5.5	6.3	7.2
Dividend payout (%)	10.8	4.5	10.0	10.0	10.0
EBITDA margin (%)	19.3	20.5	21.9	22.8	23.7
EBIT margin (%)	14.9	16.2	17.6	18.6	19.5
Effective tax rate (%)	25.7	23.8	26.0	26.0	26.0
NOPLAT (pre-IndAS)	9,867	11,885	14,029	16,178	18,629
Shares outstanding (mn)	254	254	254	254	254

Source: Company, Emkay Research

Balance Sheet					
Y/E Mar (Rs mn)	FY25	FY26	FY27E	FY28E	FY29E
Share capital	254	254	254	254	254
Reserves & Surplus	69,231	80,384	92,867	107,183	123,662
Net worth	69,485	80,638	93,121	107,437	123,916
Minority interests	14,398	14,603	15,273	16,201	17,438
Non-current liab. & prov.	2,781	2,243	2,243	2,243	2,243
Total debt	13,017	7,039	3,439	2,339	1,239
Total liabilities & equity	101,260	106,555	116,194	130,432	147,151
Net tangible fixed assets	38,505	41,803	44,256	46,957	49,937
Net intangible assets	2,032	1,976	1,877	1,771	1,659
Net ROU assets	2,184	2,603	2,602	2,625	2,672
Capital WIP	6,162	7,616	7,616	7,616	7,616
Goodwill	906	828	828	828	828
Investments [JV/Associates]	1,910	1,836	1,836	1,836	1,836
Cash & equivalents	11,076	11,980	14,904	22,462	31,769
Current assets (ex-cash)	51,609	51,789	57,173	62,190	67,738
Current Liab. & Prov.	16,176	16,942	17,964	18,919	19,970
NWC (ex-cash)	35,433	34,847	39,209	43,272	47,768
Total assets	101,260	106,555	116,195	130,432	147,151
Net debt	1,941	(4,941)	(11,465)	(20,123)	(30,530)
Capital employed	101,260	106,555	116,194	130,432	147,151
Invested capital	75,970	78,625	85,342	91,999	99,364
BVPS (Rs)	273.9	317.8	367.0	423.5	488.4
Net Debt/Equity (x)	-	(0.1)	(0.1)	(0.2)	(0.2)
Net Debt/EBITDA (x)	0.1	(0.2)	(0.5)	(0.7)	(1.0)
Interest coverage (x)	16.7	22.1	46.0	67.9	109.5
RoCE (%)	15.1	16.8	18.8	19.4	19.8

Source: Company, Emkay Research

Cash flows					
Y/E Mar (Rs mn)	FY25	FY26	FY27E	FY28E	FY29E
PBT (ex-other income)	12,411	14,769	18,528	21,529	24,938
Others (non-cash items)	3,842	(4,200)	0	0	0
Taxes paid	(3,613)	(4,140)	(5,106)	(5,913)	(6,866)
Change in NWC	(4,255)	49	(4,362)	(4,062)	(4,496)
Operating cash flow	13,213	11,420	14,072	16,864	19,223
Capital expenditure	(3,876)	(8,877)	(6,931)	(7,565)	(8,271)
Acquisition of business	(340)	74	0	0	0
Interest & dividend income	-	-	-	-	-
Investing cash flow	(8,695)	(2,468)	(5,543)	(6,075)	(6,521)
Equity raised/(repaid)	0	0	0	0	0
Debt raised/(repaid)	(858)	(5,978)	(3,600)	(1,100)	(1,100)
Payment of lease liabilities	80	19	87	71	55
Interest paid	(849)	(759)	(437)	(340)	(243)
Dividend paid (incl tax)	(1,015)	(524)	(1,387)	(1,591)	(1,831)
Others	(187)	(293)	(269)	(272)	(275)
Financing cash flow	(2,830)	(7,535)	(5,606)	(3,231)	(3,395)
Net chg in Cash	1,688	1,417	2,924	7,558	9,307
OCF	13,213	11,420	14,072	16,864	19,223
Adj. OCF (w/o NWC chg.)	17,468	11,371	18,435	20,927	23,719
FCFF	9,337	2,543	7,142	9,299	10,952
FCFE	8,487	1,784	6,705	8,959	10,708
OCF/EBITDA (%)	76.5	57.7	59.8	62.8	62.9
FCFE/PAT (%)	115.1	15.6	48.3	56.3	58.5
FCFF/NOPLAT (%)	94.6	21.4	50.9	57.5	58.8

Source: Company, Emkay Research

Valuations and key Ratios					
Y/E Mar	FY25	FY26	FY27E	FY28E	FY29E
P/E (x)	46.7	37.7	31.7	27.7	24.0
P/CE(x)	32.8	27.7	23.9	21.1	18.6
P/B (x)	6.3	5.5	4.7	4.1	3.6
EV/Sales (x)	5.0	4.6	4.1	3.8	3.5
EV/EBITDA (x)	25.8	22.5	18.9	16.6	14.6
EV/EBIT(x)	33.5	28.5	23.5	20.4	17.7
EV/IC (x)	5.9	5.7	5.2	4.8	4.5
FCFF yield (%)	2.1	0.6	1.6	2.1	2.5
FCFE yield (%)	1.9	0.4	1.5	2.0	2.4
Dividend yield (%)	0.2	0.1	0.3	0.4	0.4
DuPont-RoE split					
Net profit margin (%)	10.5	12.1	12.9	13.5	14.2
Total asset turnover (x)	0.9	1.0	1.0	1.0	0.9
Assets/Equity (x)	1.4	1.4	1.3	1.2	1.2
RoE (%)	14.2	15.6	16.0	15.9	15.8
DuPont-RoIC					
NOPLAT margin (%)	11.0	12.3	13.1	13.8	14.4
IC turnover (x)	1.2	1.2	1.3	1.3	1.3
RoIC (%)	13.1	15.4	17.1	18.2	19.5
Operating metrics					
Core NWC days	144.7	131.9	133.2	134.3	135.2
Total NWC days	144.7	131.9	133.2	134.3	135.2
Fixed asset turnover	2.1	2.3	2.4	2.5	2.6
Opex-to-revenue (%)	49.6	50.2	49.2	48.6	48.0

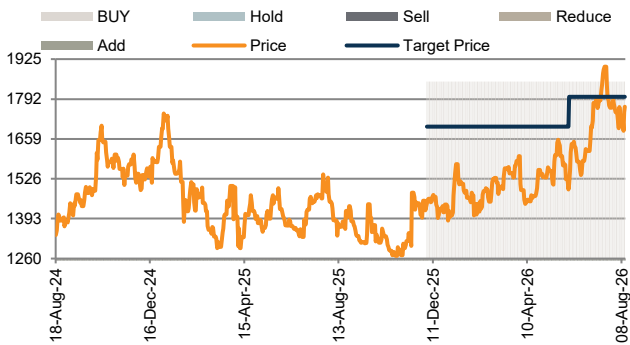
Source: Company, Emkay Research

RECOMMENDATION HISTORY - DETAILS

Date	Closing Price (Rs)	TP (Rs)	Rating	Analyst
02-Jun-26	1,508	1,800	Buy	Shashank Krishnakumar
17-Feb-26	1,492	1,700	Buy	Shashank Krishnakumar
03-Dec-25	1,444	1,700	Buy	Shashank Krishnakumar

Source: Company, Emkay Research

RECOMMENDATION HISTORY - TREND



Source: Company, Bloomberg, Emkay Research

This report is intended for Team White Marque Solutions (team.emkay@whitemarquesolutions.com)

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