

August 17, 2026

Growth tempo in revenues to persist; margins upbeat...

About the stock: Ipca Laboratories is an integrated pharmaceutical company which manufactures and market over 350 formulations and 80 APIs across various therapeutic segments. The Company has 25 manufacturing units in India producing API's and formulations.

- Top 4 therapeutic segments which include pain management, cardiovascular, Antineoplast and anti-infectives, together account for ~65% of domestic revenues (IQVIA MAT July 2026).
- Revenue break-up Q1FY27 – Formulations: ~61% (domestic: 39%, export: 22% - export generic: 12%, export institutional: 4%, export branded: 5%), APIs: 15% (export API: 12%, domestic API: 3%), subsidiaries: 24%.

Result Performance & Investment Rationale:

- **Q1FY27 – improvement across parameters:** Revenues grew ~21% YoY to ₹ 2788.1 crore driven by both formulations and APIs. Domestic formulations grew 13% YoY to 1082 crore. Under exports formulations - Branded exports grew ~16% to ₹ 143.3 crore, Generic exports also grew 27% to ₹ 340 crore whereas Institutional exports grew 107% to 120 crore. The API business also grew 30% YoY to 423.7 crore. The subsidiaries (including UniChem) performance was strong at ~19% growth to ₹ 669 crore. EBITDA grew 60% YoY to ₹ 669.5 crore while EBITDA margins improved by 598 bps to 24% aided by 135 bps GPM improvement (71.4%). PAT grew 72.3% YoY to ₹401.9 crore with 14.4% margin.
- **Margin expansion to sustain due to better product mix:** Overall performance was ahead of our expectations on most of the fronts. Improvement in EBITDA margins were driven by a better product mix and strong performance in Unichem. We expect synergy benefits followed by positive regulatory approvals for API sourcing and continuing momentum from the legacy domestic formulations and export formulations to steer margin expansion. With Ipca's own USFDA-focused plants out of the USFDA embargo we foresee sustainable growth in generics and 14%+ across major exports in general. Besides this, the management has reiterated 12-13% FY27 growth guidance in the Domestic formulations business while consolidated revenue growth guidance has been raised to 14-16% for FY27 along with ~100 bps improvement in margins to ~23%. With synergies in the form of common API sourcing or using Ipca's own API source or using Unichem's front-end to sell combined portfolios in the US, the management believes margins can improve to 25-26% over the next 2-3 years. Ipca owns one of the best eco-systems among pharma peers with vertically integrated business model, strong domestic franchise and well diversified export segments. With ample capacities, improved growth and margin trajectory, and no significant capex in the near term, Ipca remains a compelling, steady Pharma play.

Rating and Target Price:

- We value IPCA at 18x FY28 EBITDA of ₹2927 crore and thus arrive at a target price of ₹2190 per share.

**Particulars**

Particular	Amount
Market Capitalisation	₹ 45720 crore
Debt (FY26)	₹ 809 crore
Cash (FY26)	₹ 437 crore
EV	₹ 46092 crore
52-week H/L	1945/1252
Equity capital	₹ 25 crore
Face value	₹ 1 crore

Shareholding pattern

	Sep-25	Dec-25	Mar-26	Jun-26
Promoter	44.7	44.7	44.7	44.7
FII	10.4	10.6	10.6	10.7
DII	36.5	37.0	37.1	37.0
Others	8.4	7.7	7.5	7.5

Price Chart**Key risks**

- Slower ramp up in new launches especially in the US
- Regulatory issues which keep on emerging.

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Key Financial Summary

Key Financials (₹ Crore)	FY23	FY24	FY25	FY26	3-year CAGR (FY23-26)	FY27E	FY28E	2-year CAGR (FY26-28E)
Revenues	6243.5	7707.4	8939.6	9646.3	15.6	10986.1	12241.6	12.7
EBITDA	925.9	1282.1	1726.2	1978.6	28.8	2520.3	2927.0	21.6
EBITDA Margins (%)	14.8	16.6	19.3	20.5		22.9	23.9	
Net Profit	470.5	547.4	730.8	1141.1	34.4	1468.7	1734.1	23.3
Adjusted EPS (₹)	18.5	21.6	28.8	44.9		57.8	68.3	
PE (x)	99.1	85.1	63.8	40.8		31.7	26.9	
EV/EBITDA (x)	50.2	36.9	27.3	23.4		17.9	15.0	
RoNW (%)	8.1	9.3	12.6	15.0		15.8	16.1	
RoE (%)	10.3	11.0	14.0	16.3		18.1	18.9	

Source: Company, ICICI Direct Research

Recent earnings call highlights

Exports Business –

- Institutional business growth guidance of high single digits in FY27.
- During the quarter Institutional shipments worth ₹40 crore spilled over from the previous quarter.
- Institutional business to reach ~₹260-300 crore by FY27.
- For Unichem, the management guided for 10% revenues growth and 13% EBITDA margin in FY27.
- 7-8 products launches are expected at in the US during FY27 across Ipca and Unichem portfolios.

India Business–

- India business revenue growth guidance of 12– 13% for FY27.
- Management plans to add ~200 MRs in the coming year to support the launch of a new division.

Overall Performance -

- Management revised FY27 guidance to 14-16% for FY27 from 12-13% earlier.
- Management has also revised EBITDA margin guidance to 23% from 22% for FY27. The management also expects Ipca's base business margins (ex-Unichem) to improve from 26% to 30% over the next 2–3 years, while consolidated margins can improve to 25-26% over the next 2–3 years.
- Capex guidance of ₹700-800 crore for FY27.
- Ipca has seven biosimilar products in the pipeline.
- The company plans to expand global markets and expects to require additional manufacturing capacity over the next 2-3 years.
- Company expects biosimilar revenues from FY29-30 as one large product is about to lose patent.

Exhibit 1: Quarterly Summary (₹ crore)

(₹ crore)	Q4FY24	Q1FY25	Q2FY25	Q3FY25	Q4FY25	Q1FY26	Q2FY26	Q3FY26	Q4FY26	Q1FY27	YoY (%)	QoQ (%)
Net Sales	2033.0	2092.6	2354.9	2245.4	2246.7	2308.9	2556.5	2392.5	2388.5	2788.1	20.8	16.7
Raw Material Expenses	685.9	643.5	758.6	668.2	708.3	691.6	781.6	657.9	691.6	797.4	15.3	15.3
% of Revenue	33.7	30.8	32.2	29.8	31.5	30.0	30.6	27.5	29.0	28.6	-135bps	-36bps
Gross Profit	1347.1	1449.1	1596.3	1577.2	1538.4	1617.3	1774.9	1734.6	1696.9	1990.8	23.1	17.3
GPM (%)	66.3	69.2	67.8	70.2	68.5	70.0	69.4	72.5	71.0	71.4	135bps	36bps
Employee Expenses	466.0	487.9	509.8	485.4	500.8	543.2	537.9	546.1	533.0	601.6	10.7	12.9
% of Revenue	22.9	23.3	21.7	21.6	22.3	23.5	21.0	22.8	22.3	21.6	-195bps	-74bps
Other expense	559.2	568.6	645.0	628.6	608.7	657.7	692.0	655.2	680.0	719.7	9.4	5.8
% of Revenue	27.5	27.2	27.4	28.0	27.1	28.5	27.1	27.4	28.5	25.8	-267bps	-266bps
Total Expenditure	1711.1	1699.9	1913.4	1782.3	1817.8	1892.4	2011.6	1859.2	1904.6	2118.6	12.0	11.2
% of Revenue	84.2	81.2	81.3	79.4	80.9	82.0	78.7	77.7	79.7	76.0	-598bps	-375bps
EBIDTA	321.9	392.7	441.5	463.1	428.9	416.4	544.9	533.4	483.9	669.5	60.8	38.4
EBIDTA Margin (%)	15.8	18.8	18.7	20.6	19.1	18.0	21.3	22.3	20.3	24.0	598bps	375bps
Depreciation	98.1	98.9	100.4	98.5	100.1	100.1	103.3	107.6	107.1	110.8	10.7	3.4
Interest	29.4	24.1	22.6	16.8	21.5	18.5	19.6	17.6	20.2	11.9	-35.8	-41.2
Other Income	18.9	20.6	26.3	20.1	25.8	32.7	27.9	20.2	93.7	25.3	-22.7	-73.1
PBT	213.3	290.4	344.8	367.9	333.0	330.5	449.8	428.3	450.3	572.1	73.1	27.1
Tax	73.7	91.4	99.4	90.6	62.2	96.1	108.1	81.9	95.1	149.3	55.3	57.0
Tax Rate (%)	34.5	31.5	28.8	24.6	18.7	29.1	24.0	19.1	21.1	26.1	-298bps	498bps
PAT	59.6	192.2	229.5	248.1	61.0	233.2	282.6	326.3	299.1	401.9	72.3	34.4
PAT Margin (%)	2.9	9.2	9.7	11.1	2.7	10.1	11.1	13.6	12.5	14.4	431bps	189bps
EPS (₹)	2.3	7.6	9.0	9.8	2.4	9.2	11.1	12.8	11.8	15.8	72.3	34.4

Source: Company, ICICI Direct Research

Exhibit 2: Top Therapy Trend (in ₹ crore)

Therapy	Jul-23	Jul-24	Jul-25	Jul-26	CAGR 23-26	YoY
PAIN / ANALGESICS	1550	1764	1931	2152	11.56%	11.48%
CARDIAC	494	578	641	719	13.34%	12.31%
ANTINEOPLAST/IMMUNOMODULATOR	207	242	288	370	21.48%	28.40%
ANTI-INFECTIVES	313	342	356	366	5.30%	2.87%
DERMA	209	252	277	323	15.67%	16.56%
UROLOGY	149	197	239	285	23.98%	18.91%
GASTRO INTESTINAL	203	224	252	269	9.93%	7.04%
NEURO / CNS	162	183	216	258	16.85%	19.54%
RESPIRATORY	196	204	216	242	7.21%	12.07%
ANTI DIABETIC	129	159	179	199	15.47%	11.33%
Top Therapies	3613	4145	4595	5185	12.79%	12.84%
Total IQVIA Sales	3934.9	4513.2	4983.8	5575.6	12.32%	11.88%

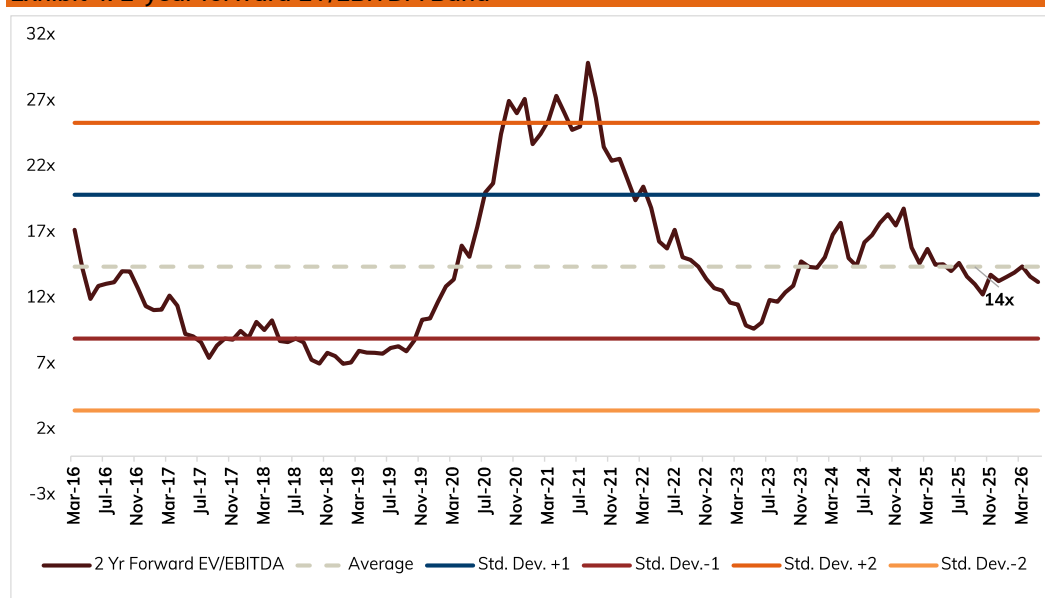
Source: IQVIA, ICICI Direct Research

Exhibit 3: Top 10 Domestic brand performance (in ₹ crore)

Brand	Therapy	Jul-23	Jul-24	Jul-25	Jul-26	CAGR 23-26	YoY
ZERODOL-SP	PAIN / ANALGESICS	479.8	570.9	629.3	722.8	15%	15%
ZERODOL-P	PAIN / ANALGESICS	269.8	289.4	305.9	319.1	6%	4%
HCQS	PAIN / ANALGESICS	179.8	192.1	207.3	224.2	8%	8%
FOLITRAX	PAIN / ANALGESICS	117.1	135.7	154.7	187.9	17%	21%
CTD-T	CARDIAC	83.2	110.1	123.0	146.5	21%	19%
ZERODOL-TH	PAIN / ANALGESICS	113.3	124.1	132.7	146.0	9%	10%
SOLVIN COLD	ANTI-INFECTIVES	90.2	92.7	96.1	110.4	7%	15%
TFCT-NIB	PAIN / ANALGESICS	59.4	74.5	83.0	95.0	17%	14%
CTD	CARDIAC	71.2	78.0	84.9	94.7	10%	12%
SAAZ	PAIN / ANALGESICS	65.1	67.2	76.6	87.9	11%	15%
Top 10 Brands		1,528.9	1,734.8	1,893.4	2,134.6	12%	13%
% of IQVIA sales		38.9%	38.4%	38.0%	38.3%		
Ex-Top 10 Brands		2,406.02	2,778.48	3,090.42	3,441.07	13%	11%

Source: IQVIA, ICICI Direct Research

Exhibit 4: 2-year forward EV/EBITDA Band



Source: Company, ICICI Direct Research

Financial summary

Exhibit 5: Profit and loss statement

₹ crore

(₹Crore)	FY25	FY26	FY27E	FY28E
Revenues	8,939.6	9,646.3	10,986.1	12,241.6
Growth (%)	16.0	7.9	13.9	11.4
Raw Mat. Expenses	2,778.6	2,822.7	3,203.3	3,490.5
Employee Expenses	1,984.0	2,160.2	2,370.4	2,641.2
Other Expense	2,450.9	2,684.9	2,892.2	3,182.8
Total Oper. Expen.	7,213.5	7,667.8	8,465.8	9,314.5
EBITDA	1,726.2	1,978.6	2,520.3	2,927.0
Growth (%)	34.6	14.6	27.4	16.1
Interest	84.9	75.9	47.5	40.8
Depreciation	397.8	418.1	443.2	470.8
Other Income	92.8	174.5	99.5	110.9
PBT after EO/Forex	1,131.1	1,572.5	2,129.0	2,526.3
Total Tax	343.6	381.2	600.8	732.6
MI & Profit from associates	53.8	35.1	71.2	71.2
PAT	730.8	1,141.1	1,468.7	1,734.1
Growth (%)	33.5	56.1	28.7	18.1
Adjusted PAT	873.6	1,206.6	1,468.7	1,734.1
EPS	28.8	44.9	57.8	68.3
EPS (Adjusted)	34.4	47.5	57.8	68.3
Revenues	8,939.6	9,646.3	10,986.1	12,241.6
Growth (%)	16.0	7.9	13.9	11.4

Source: Company, ICICI Direct Research

Exhibit 6: Cash flow statement

₹ crore

(₹Crore)	FY25	FY26	FY27E	FY28E
Profit after Tax	769.9	1,158.6	1,468.7	1,734.1
Add: Depreciation	397.8	418.1	443.2	470.8
(Inc)/dec in Current Assets	-192.8	-280.2	-687.0	-581.8
Inc/(dec) in CL and Provisions	16.4	-13.8	179.6	152.1
Others	330.0	-140.8	47.5	40.8
CF from operating activities	1,321.3	1,142.0	1,452.0	1,816.1
(Inc)/dec in Fixed Assets	-770.2	-317.0	-700.0	-500.0
(Inc)/dec in Investments	-27.2	0.0	0.0	0.0
Others	-72.1	70.2	143.4	157.8
CF from investing activities	-869.5	-246.8	-556.6	-342.2
Issue/(Buy back) of Equity	0.0	0.0	0.0	0.0
Inc/(dec) in loan funds	-111.3	-625.4	-100.0	-100.0
Dividend paid & dividend tax	-101.5	-52.4	-220.3	-260.1
Other	41.1	549.7	52.5	59.2
CF from financing activities	-283.0	-753.5	-367.8	-400.9
Net Cash flow	-588.6	141.7	527.6	1,073.0
Opening Cash	755.8	924.6	1,066.2	1,593.8
Closing Cash	167.2	437.1	1,593.8	2,666.9
Free Cash Flow	551.0	825.0	752.0	1,316.1

Source: Company, ICICI Direct Research

Exhibit 7: Balance sheet

₹ crore

(₹ Crore)	FY25	FY26	FY27E	FY28E
Equity Capital	25.4	25.4	25.4	25.4
Reserve and Surplus	6,923.1	8,038.4	9,286.9	10,760.9
Total Shareholders funds	6,948.5	8,063.8	9,312.2	10,786.3
Total Debt	1,362.7	808.8	708.8	608.8
Deferred Tax Liability	295.0	244.9	262.0	280.3
Minority Interest	1439.8	1,460.3	1,606.3	1,766.9
LTP & Other LTL	97.0	98.3	105.2	112.6
Total Liabilities	10,142.9	10,676.0	11,994.5	13,554.8
Gross Block	6,548.9	7,334.9	8,034.9	8,534.9
Accumulated Depreciation	2,372.9	2,791.0	3,234.3	3,705.1
Net Block	4,176.0	4,543.9	4,800.6	4,829.8
Capital WIP	621.8	773.1	773.1	773.1
Total Fixed Assets	4,797.7	5,317.0	5,573.7	5,602.9
Goodwill on Consolidation	90.6	82.8	82.8	82.8
Investments	980.0	843.8	843.8	843.8
LT L&A, Non-Cur. As.	688.6	386.5	413.1	441.6
Inventory	2,560.4	2,731.0	3,099.2	3,377.1
Debtors	1,873.8	2,014.3	2,294.0	2,556.2
Loans and Advances	42.8	49.8	53.3	57.1
Other Current Assets	559.5	508.0	543.6	581.6
Cash	167.2	437.1	1,593.8	2,666.9
Total Current Assets	5,203.7	5,740.2	7,583.9	9,238.8
Creditors	846.2	940.3	1,067.1	1,162.7
Provisions	269.2	158.3	169.4	181.2
Other current liabilities	502.3	595.6	637.3	681.9
Total Current Liabilities	1,617.6	1,694.2	1,873.7	2,025.9
Net Current Assets	3,586.0	4,046.0	5,081.1	6,583.8
Application of Funds	10,142.9	10,676.0	11,994.5	13,554.9

Source: Company, ICICI Direct Research

Exhibit 8: Key ratios

(Year-end March)	FY25	FY26	FY27E	FY28E
Per share data (₹)				
Adjusted EPS	34.4	47.5	57.8	68.3
BV per share	273.6	317.5	366.6	424.7
Dividend per share	6.1	7.1	8.7	10.2
Operating Ratios (%)				
Gross Profit Margins	68.9	70.7	70.8	71.5
EBITDA Margins	19.3	20.5	22.9	23.9
PAT Margins	9.8	12.5	13.4	14.2
Inventory days	336	353	353	353
Debtor days	77	76	76	76
Creditor days	111	122	122	122
Asset Turnover	1.37	1.32	1.37	1.43
EBITDA conversion Rate	76.5	57.7	57.6	62.0
Return Ratios (%)				
RoE	12.6	15.0	15.8	16.1
RoCE	14.0	16.3	18.1	18.9
RoIC	17.0	18.7	22.8	25.6
Valuation Ratios (x)				
P/E	63.8	40.8	31.7	26.9
EV / EBITDA	27.3	23.4	17.9	15.0
EV / Net Sales	5.3	4.8	4.1	3.6
Market Cap / Sales	5.2	4.8	4.2	3.8
Price to Book Value	6.7	5.8	5.0	4.3
Solvency Ratios				
Debt / EBITDA	0.8	0.4	0.3	0.2
Debt / Equity	0.2	0.1	0.1	0.1
Current Ratio	3.1	3.1	3.2	3.2
Quick Ratio	1.5	1.5	1.5	1.6
Working Capital Cycle	302	308	308	308

Source: Company, ICICI Direct Research

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Buy: >15%

Hold: -5% to 15%;

Reduce: -15% to -5%;

Sell: <-15%

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