

Aurobindo Pharma (ARBP IN)

Rating: BUY | CMP: Rs1,079 | TP: Rs1,300

August 6, 2025

Q1FY26 Result Update

☑ Change in Estimates | ☑ Target | ■ Reco

Change in Estimates

	Cu	rrent	Pre	evious	
	FY26E	FY27E	FY26E	FY27E	
Rating	E	BUY	- 1	BUY	
Target Price	1,	300	1,440		
Sales (Rs. m)	3,32,783	3,66,453	3,42,259	3,73,649	
% Chng.	(2.8)	(1.9)			
EBITDA (Rs. m)	66,762	75,694	71,527	79,520	
% Chng.	(6.7)	(4.8)			
EPS (Rs.)	63.1	76.2	70.3	80.6	
% Chng.	(10.2)	(5.5)			

Key Financials - Consolidated

Y/e Mar	FY24	FY25	FY26E	FY27E
Sales (Rs. m)	2,90,019	3,17,237	3,32,783	3,66,453
EBITDA (Rs. m)	58,430	66,054	66,762	75,694
Margin (%)	20.1	20.8	20.1	20.7
PAT (Rs. m)	35,567	34,859	36,632	44,231
EPS (Rs.)	60.7	60.0	63.1	76.2
Gr. (%)	88.4	(1.1)	5.1	20.7
DPS (Rs.)	6.0	3.0	7.0	7.0
Yield (%)	0.6	0.3	0.6	0.6
RoE (%)	12.5	11.2	10.7	11.7
RoCE (%)	12.7	12.9	11.8	12.7
EV/Sales (x)	2.2	2.0	1.8	1.6
EV/EBITDA (x)	10.8	9.4	9.2	7.9
PE (x)	17.8	18.0	17.1	14.2
P/BV (x)	2.1	1.9	1.7	1.6

Key Data	ARBN.BO ARBP IN
52-W High / Low	Rs.1,593 / Rs.994
Sensex / Nifty	80,710 / 24,650
Market Cap	Rs.627bn/ \$ 7,139m
Shares Outstanding	581m
3M Avg. Daily Value	Rs.1388.61m

Shareholding Pattern (%)

Promoter's	51.82
Foreign	14.38
Domestic Institution	26.93
Public & Others	6.87
Promoter Pledge (Rs bn)	_

Stock Performance (%)

	1M	6M	12M
Absolute	(9.4)	(9.4)	(24.1)
Relative	(6.3)	(12.2)	(25.9)

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Weak US sales

Quick Pointers:

- Reiterate margin guidance of 20-21%.
- Pen G yield improving, targeting EBITDA breakeven by Q3FY26E.

Aurobindo Pharma's (ARBP) Q1FY26 EBITDA of Rs16.1bn (down 1% YoY) was 5% below our estimate led by lower US sales. Resultant our FY26 and FY27E EPS stands reduced by 5-10%. The company has maintained its 20-21% OPM guidance for FY26E despite gRevlimid sales loss. We expect margins and revenues to improve from H2FY26/FY27 with ramp up in PenG facility, Vizag pant commercialization and launches in US. We believe ARBP has multiple growth drivers in place with investments in vaccines, injectables, biosimilars and PLI which are expected to be reflected from FY26. Given attractive valuations (8x EV/EBITDA / 14x P/E on FY27E), we maintain our "Buy" with revised TP of Rs1,300/share; valuing at 17x (18x earlier) FY27E EPS.

- Lower US sales led to revenue miss: Overall Revenue came in at Rs79bn, up 4% YoY, (we est Rs 82bn). US revenues came lower at \$408mn, down 13% QoQ and 4% YoY (we est \$450mn). Mgmt cited lower gRevlimid sales and seasonal dynamics to such decline. EU sales were up 18% YoY while RoW business was up 9% YoY. ARV formulations came in higher up 55% YoY. API sales declined 16% YoY.
- Margins remain healthy despite lower gRevImid sales: Gross margins remain healthy at 58.8% (largely flat QoQ) despite \$60mn lower gRevImid sales. R&D spent stood at Rs 3.7bn (4.7% of revenue), up 8% YoY. Other expenses ex R&D were down 2% YoY. Resultant EBITDA margins came in at 20.4% down 100bps QoQ. EBITDA came at Rs16.1bn (down 1% YoY), (we est Rs 16.8bn). Tax rate higher at 32%. Resultant PAT at Rs8.2bn; 9% below our est. EPS at Rs 14/share.

Key Conference Call Takeaways

- US: Revenues were impacted due to, loss of Rs 1.5bn YoY and Rs 5.5bn QoQ sales in gRevlimid. No major gRevlimid sales expected ahead, as most of the allocated inventory has been exhausted. Further oral solid sales were affected by destocking ahead of anticipated tariff changes. 15 new products were launched in the US during Q1. 4 ANDAs were filed, and 14 approvals were received during the quarter. US injectables business grew 11% QoQ.
- Dayton facility (\$70 mn investment) awaits regulatory approval; commercial production expected in Q2–Q3 FY26. Biologics CMO- \$13mn spent with further \$100mn to be spent by March 2027
- Europe: Strong and sustained growth continued across all major markets an don track to cross Eur 1bn revenues in FY26. Margins are improving towards 20% range, supported by increased in-house manufacturing. Added 2 new lines for oncology products to meet the rising demand.



- Ems & ARVs: Supported by strong performance in key markets like Brazil and Canada. ARV: Growth was driven by strong volume uptick and new tender wins.
- API: Revenue was impacted by pricing pressure, adverse business mix, and geopolitical challenges. Seasonal weakness in demand also affected volumes.
- PenG plant: Commercial production began on July 1. Yields improving; contribution to financials expected from Q3 FY26. Targeting EBITDA breakeven by Q3FY26. Production target set at 7,000–8,000 tons with PLI income estimated at Rs 1.5bn in FY26.
- Biosimilars: Received 4 European approvals: 3 from EMA and 1 from MHRA. Commercial revenues expected to begin from Q3–Q4 FY26. Focus remains on building a robust supply chain and finalizing partnerships in markets where ARBP is not present.
- China: \$145 mn invested with capacity for 2 bn units. Invoicing started in Q1 FY26; breakeven expected by Q3 FY26.
- Vizag: Plans to file 20+ products for the US and Europe over the next two years. On Eugia-3 have invited USFDA for reinspection.
- Lannett Acquisition: Portfolio includes 70+ active products, primarily in controlled substances, with a strong focus on non-opioid ADHD medications that are stable and in short supply. Lannett also has a CMO business, with existing contracts across multiple countries. ARBP expects to benefit from synergies in business development, in-licensing, and CMO capabilities. The business currently operates at ~30% gross margin with EBITDA margin of 15%. Capacity utilization stands at ~40%. Management does not foresee significant portfolio overlap that could hinder FTC clearance.
- Guidance- Maintained its 20-21% OPM for FY26 despite gRevlimid sales loss. Volume expansion continued product launches, and a stable pricing environment especially in the US and Europe. Ramping up of commercial operations at new manufacturing sites would further support revenue growth and margin improvement in the upcoming quarters
- Other: Gross debt reduced to \$884 mn, down from \$930 mn in the previous quarter. Finance cost declined to 4.9%, from 5.5% QoQ. Net cash at \$140 mn in Q1FY26. FCF stood at \$98 mn in Q1; the company is targeting \$100 million FCF per quarter, supported by improved working capital and lower capex. R&D spend was towards with focus on complex generics and specialty therapies. Net CapEx for the quarter was \$73 mn. Company is prepared for US tariff shifts; higher costs expected to be offset by better pricing.



Exhibit 1: 1QFY26 Result Overview (Rs m): EBITDA miss led by lower US revenues

Y/e March	1QFY26	1QFY25	YoY gr. (%)	1QFY26E	% Var	4QFY25	QoQ gr. (%)	FY26E	FY25	YoY gr. (%)
Net Sales	78,681	75,670	4.0	81,981	(4.0)	83,821	(6.1)	3,32,783	3,17,237	4.9
Raw Material	32,392	30,727	5.4	33,858	(4.3)	34,279	(5.5)	1,37,368	1,30,262	5.5
% of Net Sales	41.2	40.6		41.3		40.9		41.3	41.1	
Personnel Cost	12,288	10,720	14.6	11,791	4.2	11,626	<i>5.7</i>	49,232	44,756	10.0
% of Net Sales	15.6	14.2		14.4		13.9		14.8	14.1	
Others	17,967	18,028	(0.3)	19,470	(7.7)	19,997	(10.2)	79,421	76,164	4.3
% of Net Sales	22.8	23.8		23.7		23.9		23.9	24.0	
Total Expenditure	62,647	59,475	5.3	65,120	(3.8)	65,902	(4.9)	2,66,021	2,51,183	5.9
EBITDA	16,034	16,196	(1.0)	16,861	(4.9)	17,919	(10.5)	66,762	66,054	1.1
Margin (%)	20.4	21.4		20.6		21.4		20.1	20.8	
Depreciation	4,057	4,042	0.4	4,400	(7.8)	4,444	(8.7)	17,154	16,494	4.0
EBIT	11,977	12,154	(1.5)	12,461	(3.9)	13,475	(11.1)	49,608	49,560	0.1
Other Income	1,053	2,209	(52.3)	1,300	(19.0)	1,348	(21.9)	6,000	6,219	(3.5)
Forex gain / (loss)	-	-	#DIV/0!	-		(116)		-	(227)	
Interest	978	1,110	(12.0)	1,120	(12.7)	1,150	(15.0)	3,600	4,572	(21.3)
PBT	12,053	13,253	(9.1)	12,641	(4.7)	13,673	(11.8)	52,008	50,979	2.0
Extra-Ord. Inc./Exps.	-	-		-		-		-	-	
Total Taxes	3,826	4,057	(5.7)	3,540	8.1	4,323	(11.5)	15,082	15,827	(4.7)
ETR (%)	31.7	30.6		28.0		31.6		29.0	31.0	
Minority interest	25	(14)		(20)		(315)		(294)	(294)	
Reported PAT	8,252	9,182	(10.1)	9,082	(9.1)	9,035	(8.7)	36,632	34,858	5.1

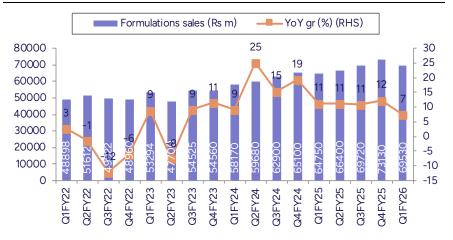
Source: Company, PL

Exhibit 2: Improved EU performance YoY

Major sources of revenues	1QFY26	1QFY25	YoY gr. (%)	4QFY25	QoQ gr. (%)	FY26E	FY25	YoY gr. (%)
Formulations	69,530	64,750	7.4	73,130	(4.9)	2,85,296	2,74,007	4.1
% of Net Sales	88.4	85.6		87.2		85.7	86.4	
USA	34,880	35,550	(1.9)	40,720	(14.3)	1,47,644	1,48,290	(0.4)
% of Net Sales	44.3	47.0		48.6		44.4	46.7	
Europe & Emerging Markets	31,100	26,910	15.6	29,330	6.0	1,25,669	1,15,347	8.9
% of Net Sales	39.5	35.6		35.0		37.8	36.4	
ARV	3,550	2,290	55.0	3,080	15.3	11,982	10,370	15.5
% of Net Sales	4.5	3.0		3.7		3.6	3.3	
API	9,160	10,920	(16.1)	10,690	(14.3)	47,487	43,230	9.8
% of Net Sales	11.6	14.4		12.8		14.3	13.6	

Source: Company, PL

Exhibit 3: Delivered single digit growth YoY



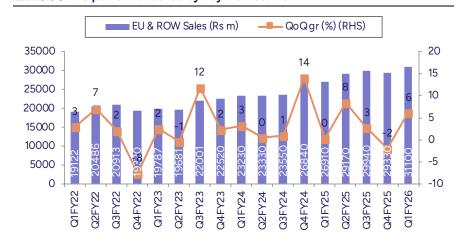
Source: Company, PL

Exhibit 4: Lower gRevlimid sales impacted US business QoQ



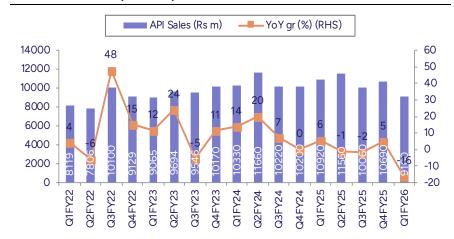
Source: Company, PL

Exhibit 5: EU performance led by key markets YoY



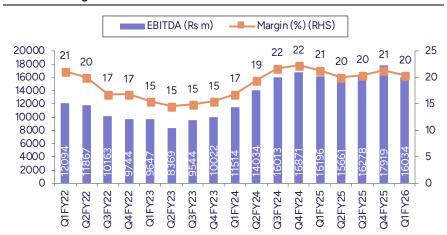
Source: Company, PL

Exhibit 6: API Price pressure persists YoY



Source: Company, PL

Exhibit 7: Margins stable at ~20.4%



Source: Company, PL

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Financials

Income Stateme	ent (Rs	m)
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Income Statement (Rs m)				
Y/e Mar	FY24	FY25	FY26E	FY27E
Net Revenues	2,90,019	3,17,237	3,32,783	3,66,453
YoY gr. (%)	16.7	9.4	4.9	10.1
Cost of Goods Sold	1,26,029	1,30,262	1,37,368	1,52,790
Gross Profit	1,63,990	1,86,975	1,95,414	2,13,663
Margin (%)	56.5	58.9	58.7	58.3
Employee Cost	39,229	44,756	49,232	53,663
Other Expenses	66,330	76,164	79,421	84,306
EBITDA	58,430	66,054	66,762	75,694
YoY gr. (%)	57.1	13.0	1.1	13.4
Margin (%)	20.1	20.8	20.1	20.7
Depreciation and Amortization	15,217	16,494	17,154	18,355
EBIT	43,214	49,560	49,608	57,339
Margin (%)	14.9	15.6	14.9	15.6
Net Interest	2,897	4,572	3,600	3,000
Other Income	5,574	5,992	6,000	7,500
Profit Before Tax	45,890	50,980	52,008	61,839
Margin (%)	15.8	16.1	15.6	16.9
Total Tax	12,110	15,827	15,082	17,315
Effective tax rate (%)	26.4	31.0	29.0	28.0
Profit after tax	33,780	35,152	36,925	44,524
Minority interest	132	294	294	294
Share Profit from Associate	-	-	-	-
Adjusted PAT	35,567	34,859	36,632	44,231
YoY gr. (%)	88.4	(2.0)	5.1	20.7
Margin (%)	12.3	11.0	11.0	12.1
Extra Ord. Income / (Exp)	-	-	-	-
Reported PAT	35,567	34,859	36,632	44,231
YoY gr. (%)	88.4	(2.0)	5.1	20.7
Margin (%)	12.3	11.0	11.0	12.1
Other Comprehensive Income	-	-	-	-
Total Comprehensive Income	35,567	34,859	36,632	44,231
Equity Shares O/s (m)	586	581	581	581
EPS (Rs)	60.7	60.0	63.1	76.2

Source: Company Data, PL Research

Balance Sheet Abstract (Rs m)

Y/e Mar	FY24	FY25	FY26E	FY27E
Non-Current Assets				
Gross Block	2,35,597	2,60,152	2,90,152	3,20,152
Tangibles	2,35,597	2,60,152	2,90,152	3,20,152
Intangibles	-	-	-	-
Acc: Dep / Amortization	79,376	95,870	1,13,024	1,31,379
Tangibles	79,376	95,870	1,13,024	1,31,379
Intangibles	-	-	-	-
Net fixed assets	1,56,221	1,64,282	1,77,128	1,88,773
Tangibles	1,56,221	1,64,282	1,77,128	1,88,773
Intangibles	-	-	-	-
Capital Work In Progress	27,394	32,660	32,660	32,660
Goodwill	-	-	-	-
Non-Current Investments	3,722	2,517	2,517	2,517
Net Deferred tax assets	8,561	9,887	9,887	9,887
Other Non-Current Assets	-	-	-	-
Current Assets				
Investments	-	-	-	-
Inventories	98,082	1,05,437	1,10,604	1,21,795
Trade receivables	48,167	57,459	59,449	65,464
Cash & Bank Balance	62,783	82,355	89,198	95,305
Other Current Assets	-	-	-	-
Total Assets	4,34,252	4,84,920	5,15,787	5,55,168
Equity				
Equity Share Capital	586	581	581	581
Other Equity	2,97,842	3,25,952	3,57,827	3,97,301
Total Networth	2,98,428	3,26,533	3,58,408	3,97,882
Non-Current Liabilities				
Long Term borrowings	41,803	63,800	58,800	53,801
Provisions	-	-	-	-
Other non current liabilities	-	-	-	-
Current Liabilities				
ST Debt / Current of LT Debt	21,349	15,617	15,617	15,617
Trade payables	44,542	41,889	45,587	50,199
Other current liabilities	36,611	47,032	47,032	47,032
Total Equity & Liabilities	4,34,252	4,84,920	5,15,787	5,55,168

Source: Company Data, PL Research



	1
Cash Flow (Rs	

Y/e Mar	FY24	FY25	FY26E	FY27E
*				
PBT	45,890	50,980	52,008	61,839
Add. Depreciation	15,217	16,494	17,154	18,355
Add. Interest	2,897	4,572	3,600	3,000
Less Financial Other Income	5,574	5,992	6,000	7,500
Add. Other	(5,242)	-	-	-
Op. profit before WC changes	58,762	72,046	72,762	83,194
Net Changes-WC	(16,751)	(15,534)	(7,480)	(17,016)
Direct tax	(17,666)	(17,314)	(15,082)	(17,315)
Net cash from Op. activities	24,345	39,199	50,200	48,863
Capital expenditures	(35,851)	(25,540)	(30,000)	(30,000)
Interest / Dividend Income	-	-	-	-
Others	-	-	-	-
Net Cash from Invt. activities	(35,851)	(25,540)	(30,000)	(30,000)
Issue of share cap. / premium	-	(9,302)	-	-
Debt changes	14,613	16,037	(5,000)	(4,999)
Dividend paid	(2,636)	10	(4,757)	(4,757)
Interest paid	302	730	(3,600)	(3,000)
Others	1,168	(1,562)	0	-
Net cash from Fin. activities	13,447	5,912	(13,357)	(12,756)
Net change in cash	1,941	19,572	6,843	6,107
Free Cash Flow	(11,270)	14,003	20,200	18,863

Source: Company Data, PL Research

Quarterly Financials (Rs m)

Y/e Mar	Q2FY25	Q3FY25	Q4FY25	Q1FY26
Net Revenue	77,960	79,785	83,821	78,681
YoY gr. (%)	8.0	8.5	10.6	4.0
Raw Material Expenses	32,103	33,154	34,279	32,392
Gross Profit	45,857	46,631	49,542	46,289
Margin (%)	58.8	58.4	59.1	58.8
EBITDA	15,661	16,278	17,919	16,034
YoY gr. (%)	11.6	1.7	6.2	(1.0)
Margin (%)	20.1	20.4	21.4	20.4
Depreciation / Depletion	3,823	4,185	4,444	4,057
EBIT	11,838	12,093	13,475	11,977
Margin (%)	15.2	15.2	16.1	15.2
Net Interest	1,127	1,185	1,150	978
Other Income	1,068	2,071	1,116	1,053
Profit before Tax	11,779	12,979	13,441	12,053
Margin (%)	15.1	16.3	16.0	15.3
Total Tax	3,905	3,543	4,323	3,826
Effective tax rate (%)	33.2	27.3	32.2	31.7
Profit after Tax	7,874	9,436	9,118	8,227
Minority interest	3	18	(315)	25
Share Profit from Associates	-	-	-	-
Adjusted PAT	8,169	8,458	9,035	8,252
YoY gr. (%)	8.5	(10.0)	(21.6)	(10.1)
Margin (%)	10.5	10.6	10.8	10.5
Extra Ord. Income / (Exp)	-	-	-	-
Reported PAT	8,169	8,458	9,035	8,252
YoY gr. (%)	8.5	(10.0)	(21.6)	(10.1)
Margin (%)	10.5	10.6	10.8	10.5
Other Comprehensive Income	-	-	-	-
Total Comprehensive Income	8,169	8,458	9,035	8,252
Avg. Shares O/s (m)	-	-	-	-
EPS (Rs)	13.9	14.4	16.5	14.0

Source: Company Data, PL Research

Key Financial Metrics

key Financial Metrics				
Y/e Mar	FY24	FY25	FY26E	FY27E
Per Share(Rs)				
EPS	60.7	60.0	63.1	76.2
CEPS	86.7	88.4	92.6	107.8
BVPS	509.3	562.2	617.1	685.1
FCF	(19.2)	24.1	34.8	32.5
DPS	6.0	3.0	7.0	7.0
Return Ratio(%)				
RoCE	12.7	12.9	11.8	12.7
ROIC	11.6	12.3	11.6	12.5
RoE	12.5	11.2	10.7	11.7
Balance Sheet				
Net Debt : Equity (x)	-	0.0	0.0	(0.1)
Net Working Capital (Days)	128	139	137	137
Valuation(x)				
PER	17.8	18.0	17.1	14.2
P/B	2.1	1.9	1.7	1.6
P/CEPS	12.5	12.2	11.7	10.0
EV/EBITDA	10.8	9.4	9.2	7.9
EV/Sales	2.2	2.0	1.8	1.6
Dividend Yield (%)	0.6	0.3	0.6	0.6

Source: Company Data, PL Research

Key Operating Metrics

Y/e Mar	FY24	FY25	FY26E	FY27E
US Formulations	1,42,090	1,48,290	1,47,644	1,61,740
EU & ROW	96,830	1,15,347	1,25,669	1,37,854
ARV formulations	8,680	10,370	11,982	12,940
APIs	42,410	43,230	43,230	46,256

Source: Company Data, PL Research

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Analyst Coverage Universe

Sr. No.	Company Name	Rating	TP (Rs)	Share Price (Rs)
1	Apollo Hospitals Enterprise	BUY	8,350	7,616
2	Aster DM Healthcare	BUY	700	605
3	Aurobindo Pharma	BUY	1,440	1,185
4	Cipla	BUY	1,730	1,533
5	Divi's Laboratories	Accumulate	6,800	6,889
6	Dr. Reddy's Laboratories	Reduce	1,270	1,247
7	Eris Lifesciences	BUY	1,740	1,734
8	Fortis Healthcare	BUY	785	806
9	HealthCare Global Enterprises	BUY	620	560
10	Indoco Remedies	Hold	325	322
11	Ipca Laboratories	Accumulate	1,525	1,456
12	J.B. Chemicals & Pharmaceuticals	BUY	2,030	1,778
13	Jupiter Life Line Hospitals	BUY	1,720	1,451
14	Krishna Institute of Medical Sciences	BUY	725	695
15	Lupin	BUY	2,400	1,979
16	Max Healthcare Institute	BUY	1,300	1,300
17	Narayana Hrudayalaya	BUY	2,000	1,830
18	Rainbow Children's Medicare	BUY	1,725	1,541
19	Sun Pharmaceutical Industries	BUY	1,875	1,707
20	Sunteck Realty	BUY	650	427
21	Torrent Pharmaceuticals	Accumulate	4,000	3,623
22	Zydus Lifesciences	Accumulate	970	999

PL's Recommendation Nomenclature (Absolute Performance)

 Buy
 : > 15%

 Accumulate
 : 5% to 15%

 Hold
 : +5% to -5%

 Reduce
 : -5% to -15%

 Sell
 : < -15%</td>

Not Rated (NR) : No specific call on the stock
Under Review (UR) : Rating likely to change shortly

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ANALYST CERTIFICATION

(Indian Clients)

We/I, Mr. Param Desai- MBA Finance, Mr. Kushal Shah- CFP, Passed CFA Level I Research Analysts, authors and the names subscribed to this report, hereby certify that all of the views expressed in this research report accurately reflect our views about the subject issuer(s) or securities. We also certify that no part of our compensation was, is, or will be directly or indirectly related to the specific recommendation(s) or view(s) in this report.

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