

J.B. Chemicals & Pharmaceuticals (JBCP IN)

**Q4FY26
Result Update**

May 12, 2026

 Estimate Change | Target | Reco.

Change in Estimates

	Current		Previous	
	FY27E	FY28E	FY27E	FY28E
Rating	BUY		BUY	
Target Price	2,400		2,300	
Sales (INR mn)	46,384	52,053	47,989	53,877
% Chng.	(3.3)	(3.4)		
EBITDA (INR mn)	13,692	16,955	13,733	16,441
% Chng.	(0.3)	3.1		
EPS (INR)	58.8	76.0	60.8	75.8
% Chng.	(3.3)	0.3		

Key Data

JBCH.BO | JBCP IN

BSE Code	506943
NSE Code	JBCHEPHARM
52-W High / Low	INR 2,224 / INR 1,535
Face Value	1
Sensex / Nifty	74,559 / 23,380
Market Cap	INR 343 bn / \$ 3,585 mn
Shares Outstanding	160.56 mn
3M Avg. Daily Value	INR 754.97 mn

Shareholding Pattern (%)

Promoters	48.80
FIIs	16.33
Mutual Funds	19
Domestic Institutions	2.38
Public & Others	13.49
Promoter's Pledge (INR bn)	-

Stock Performance (%)

	1M	3M	6M	12M
Absolute	6.5	11.8	17.4	37.1
Relative	10.7	25.5	33.0	51.6

Key Financials - Consolidated

Y/e Mar	FY25	FY26	FY27E	FY28E
Sales (INR mn)	39,180	41,477	46,384	52,053
EBITDA (INR mn)	10,319	11,073	13,692	16,955
Margin (%)	26.3	26.7	29.5	32.6
PAT (INR mn)	6,596	7,094	9,447	12,212
EV (INR mn)	327,071	334,081	334,976	324,662
Total Debt (INR mn)	138	-	-	-
C&C Eq. (INR mn)	1,295	1,459	564	10,878
EPS (INR)	42.5	44.2	58.8	76.0
Gr. (%)	19.4	3.9	33.2	29.3
DPS (INR)	7.0	10.0	15.0	15.0
Yield (%)	0.3	0.4	0.7	0.7
RoE (%)	20.8	18.7	20.9	22.8
RoCE (%)	25.6	24.3	26.1	28.0
EV/Sales (x)	8.3	8.1	7.2	6.2
EV/EBITDA (x)	31.7	30.2	24.5	19.1
PE (x)	50.2	48.3	36.3	28.1
P/BV (x)	9.7	8.2	7.1	5.9

Operational reset quarter

Quick Pointers

- Recovery and normalisation expected from Q2FY27E
- Expect double digit BGx India growth and margin improvement

J.B. Chemicals & Pharmaceuticals (JBCP) Q4FY26 adjusted EBITDA was flat YoY impacted by certain one offs as company initiated post-acquisition integration activities. Revenue growth across key segments, including domestic business and CDMO, remained subdued during the quarter. Performance was impacted by several transitional measures undertaken during the period, including distribution network optimisation, discontinuation of low-margin trade generics, inventory rationalisation, and changes in credit practices. We believe JBCP growth momentum to continue driven by 1) geographical expansion of legacy brands 2) improvement in MR productivity 3) scale up in acquired brands 4) launch of new products & therapies 5) scaling up contract manufacturing business and 6) strong FCF generation. Further margins will continue to improve beyond FY27E with grant of perpetual license of acquired opthal portfolio. Our FY27E/28E EPS stands reduced by 1-3%. We expect EBITDA CAGR of 20% over FY26-28E. At CMP, the stock is trading at 28x FY28E EPS. We maintain 'BUY' rating with TP of INR 2,400/share, valuing at 32x FY28E EPS.

- **Weak quarter marred by certain one offs:** Q4 had certain one offs as company initiated post-acquisition integration activities. JBCP revenues declined by 5% YoY to INR 9bn, below our estimates. Domestic formulation grew by mere 2% YoY to INR 5.3bn. Export formulations declined 8% YoY to INR 2.6bn. Branded export markets grew 11% YoY. CDMO business declined 22.5% YoY whereas API sales were flat YoY at INR 192mn.
- **EBITDA margins adj for ESOP at 26.4%:** Reported EBITDA came in at INR 2bn down 11% YoY. Margins stood at 22%; down 161 bps YoY. Adjusted for ESOP (INR 380mn), EBITDA was INR 2.4bn with OPM of 26.4%. GM's increased 355bps YoY and 61bps QoQ to 70%. PAT came in at INR 1.3bn. Adj for one off PAT came at INR 1.5bn up 3% YoY.

Quarter Summary

Y/e Mar	Q4'26E	Q4'26A	% Var.	Q4'25A	YoY gr. (%)
Net Sales (INR mn)	10,380	9,042	-12.9	9,495	-4.8
EBITDA (INR mn)	2,686	2,011	-25.1	2,265	-11.2
Margin (%)	25.9	22.2	-364 bps	23.8	-161 bps
PAT (INR mn)	1,793	1,557	-13.1	1,457	6.9

Source: Company, PL

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Conference Call Highlights:

- **Domestic business** grew 2% YoY in Q4FY26. The BGx business rose 8% despite the discontinuation of trade generics; for FY26, BGx grew 11% YoY. The chronic portfolio increased 19%. As part of the integration, the company optimized the distribution network and aligned sales practices. A return to double-digit branded growth is expected over the next few quarters. TRP's wider reach provides a strong opportunity to scale chronic and cardiac brands.
- **CDMO business** saw muted YoY growth in Q4FY26 due to a high base in Q4FY25; FY26 was flat YoY. Management expects growth to turn positive in FY27E. Priorities include faster execution of signed contracts, expanding product-development capacity, and increasing wallet share. Key drivers are new customer wins, geographic expansion with existing customers, and quicker commercialization. Existing customers include leading global OTC companies such as iNova, P&G, and Reckitt.
- **International business:** Performance remained weak in Q4FY26 due to shipment disruptions and inventory rationalisation. The Middle East and parts of Asia were affected by container constraints and geopolitical issues. Recovery is expected to be gradual, with normalization likely from Q2FY27E. Russia may see some rationalisation due to overlap with Torrent, while South Africa has minimal overlap.
- **Integration & Synergies:** Q1FY27E is likely to remain a transition quarter, with clearer normalization expected from Q2FY27E onwards. The merger is in its final stage and is expected to be completed within 1-2 months. The focus remains on improving the India branded mix and margin profile. Procurement synergies have been positive since April, while corporate overhead optimization and distribution integration should further support margins.
- **Other highlights:** One-offs, including ESOP charges, reduced Q4FY26 profit by INR 380mn. Net cash stood at INR 12bn. The field force is ~2,500 MRs.

Exhibit 1 : Q4FY26 Result Overview (INR mn): Muted quarter, performance below est

Y/e March (INR mn)	Q4FY26	Q4FY25	YoY gr. (%)	Q4FY26E	% Var	Q3FY26	QoQ gr. (%)	FY26	FY25	YoY gr. (%)
Net Sales	9,042	9,495	(4.8)	10,380	(12.9)	10,647	(15.1)	41,478	39,180	5.9
Raw Material	2,743	3,216	(14.7)	3,267	(16.0)	3,294	(16.8)	12,963	13,166	(1.5)
% of Net Sales	30.3	33.9		31.5		30.9		31.3	33.6	
Personnel Cost	1,987	1,768	12.4	1,962	1.3	1,914	3.8	7,727	6,876	12.4
% of Net Sales	22.0	18.6		18.9		18.0		18.6	17.5	
Others	2,301	2,246	2.5	2,465	(6.7)	2,481	(7.2)	9,714	8,820	10.1
% of Net Sales	25.4	23.7		23.8		23.3		23.4	22.5	
Total Expenditure	7,031	7,230	(2.8)	7,694	(8.6)	7,689	(8.6)	30,404	28,861	5.3
EBITDA	2,011	2,265	(11.2)	2,686	(25.1)	2,958	(32.0)	11,074	10,318	7.3
Margin (%)	22.2	23.8		25.9		27.8		26.7	26.3	
Depreciation	500	464	7.7	450	11.1	454	10.3	1,825	1,710	6.7
EBIT	1,511	1,800	(16.0)	2,236	(32.4)	2,505	(39.7)	9,249	8,608	7.5
Other Income	120	145	(17.3)	178	(32.8)	183	(34.5)	602	383	57.0
Interest	12	15	(15.2)	22	(43.1)	19	(34.6)	56	117	(52.5)
PBT	1,619	1,930	(16.1)	2,393	(32.3)	2,669	(39.3)	9,795	8,874	10.4
Total Taxes	333	473	(29.6)	600	(44.4)	690	(51.7)	2,429	2,278	6.6
ETR (%)	20.6	24.5		25.1		25.8		24.8	25.7	
Minority Interest	-	-		-		-		-	-	
Reported PAT	1,286	1,457	(11.8)	1,793	(28.3)	1,979	(35.0)	7,366	6,596	11.7

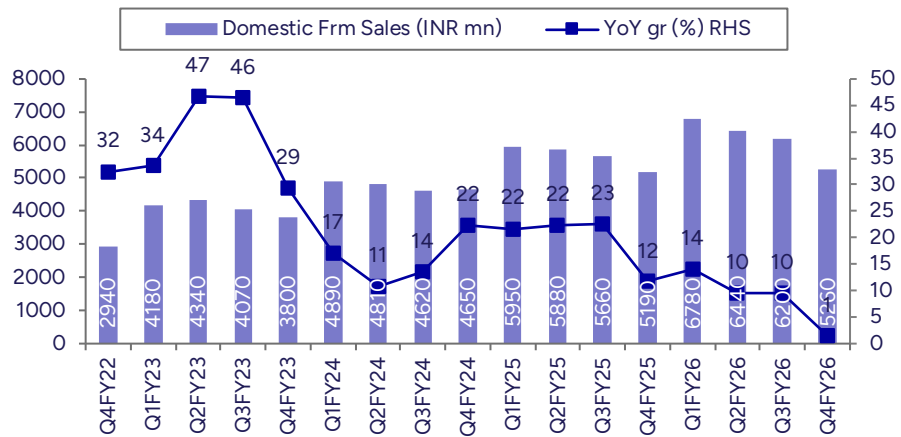
Source: Company, PL

Exhibit 2 : Domestic business remained flat whereas CDMO declined YoY

Major sources of revenues	Q4FY26	Q4FY25	YoY gr. (%)	Q3FY26	QoQ gr. (%)	FY26	FY25	YoY gr. (%)
Domestic Formulations	5,260	5,190	1.3	6,200	(15.2)	24680	22,680	8.8
Exports	3,782	4,300	(12.0)	4,440	(14.8)	16,792	16,486	1.9
Formulations	2,590	2,820	(8.2)	3,060	(15.4)	11540	11,260	2.5
CMO	1,000	1,290	(22.5)	1,170	(14.5)	4450	4,466	(0.4)
APIs	192	190	1.1	210	(8.6)	802	760	5.5
Net Revenues	9,042	9,490	(4.7)	10,640	(15.0)	41,472	39,166	5.9

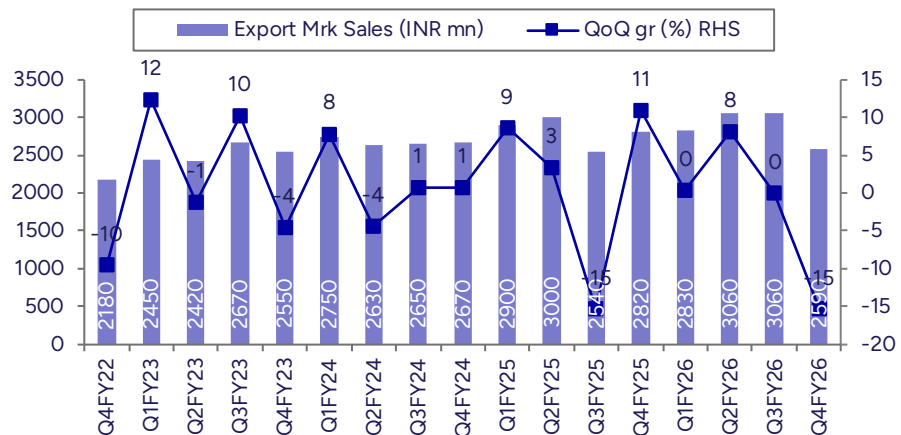
Source: Company, PL

Exhibit 3 : One off's and operational reset led to flat performance YoY



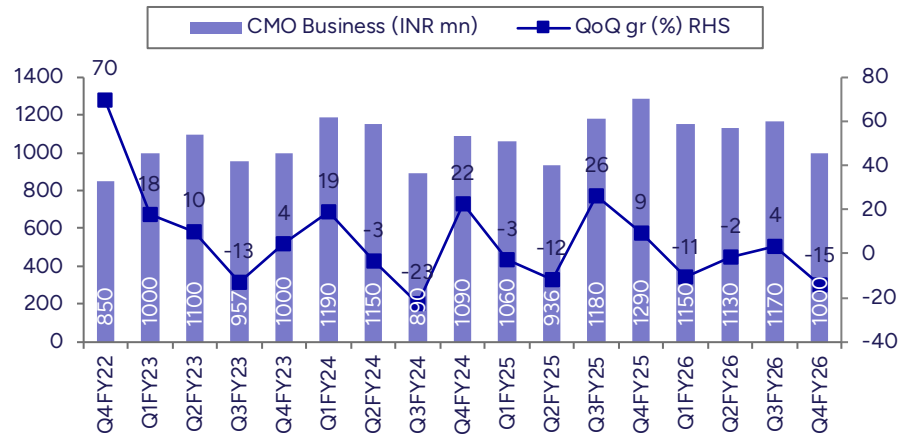
Source: Company, PL

Exhibit 4 : Shipment delays due to West Asia conflict impacted performance



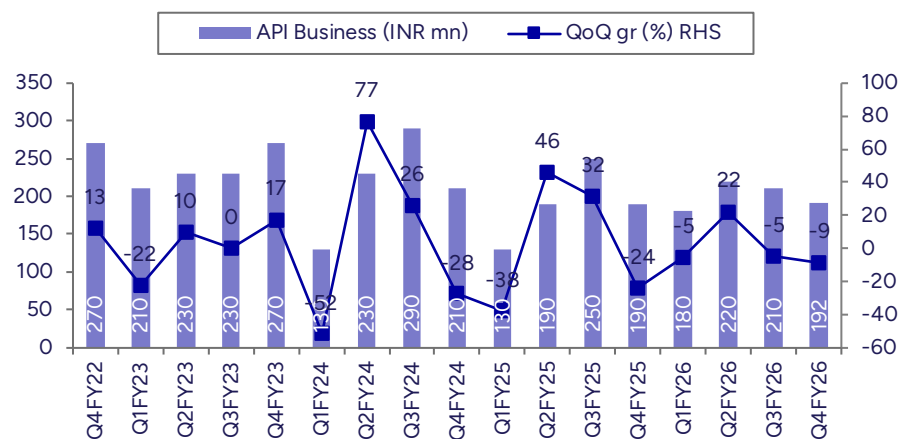
Source: Company, PL

Exhibit 5 : Muted growth on a high base



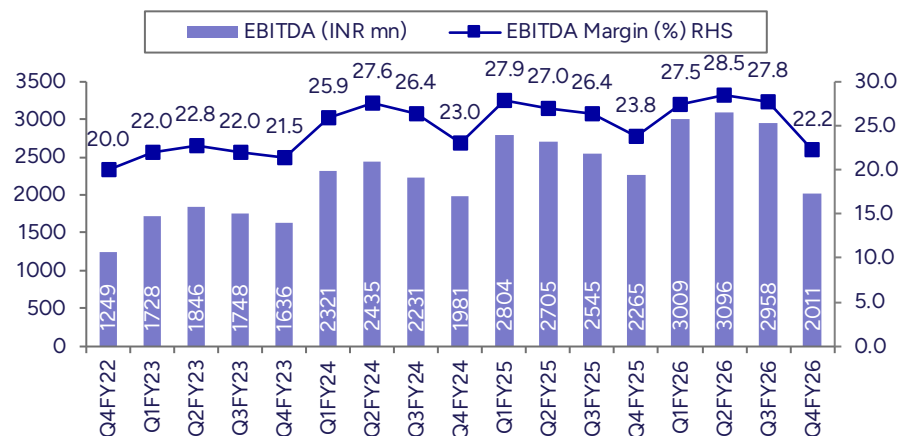
Source: Company, PL

Exhibit 6 : Weak API sales



Source: Company, PL

Exhibit 7 : Adj margins for ESOP at 26.4%



Source: Company, PL

Financials

Income Statement (INR mn)

Y/e Mar	FY25	FY26	FY27E	FY28E
Net Revenues	39,180	41,477	46,384	52,053
YoY gr. (%)	12.5	5.9	11.8	12.2
Cost of Goods Sold	13,166	12,963	14,611	15,876
Gross Profit	26,015	28,514	31,773	36,177
Margin (%)	66.4	68.7	69.0	70.0
Employee Cost	6,876	7,727	7,882	8,512
Other Expenses	8,820	9,714	10,200	10,710
EBITDA	10,319	11,073	13,692	16,955
YoY gr. (%)	15.0	7.3	23.6	23.8
Margin (%)	26.3	26.7	29.5	32.6
Depreciation and Amortization	1,710	1,825	1,896	1,943
EBIT	8,608	9,248	11,796	15,012
Margin (%)	22.0	22.3	25.4	28.8
Net Interest	117	56	50	30
Other Income	383	602	850	1,300
Profit Before Tax	8,874	9,794	12,596	16,282
Margin (%)	22.6	23.6	27.2	31.3
Total Tax	2,278	2,429	3,149	4,071
Effective Tax Rate (%)	25.7	24.8	25.0	25.0
Profit After Tax	6,596	7,366	9,447	12,212
Minority Interest	-	-	-	-
Share Profit from Associate	-	-	-	-
Adjusted PAT	6,596	7,094	9,447	12,212
YoY gr. (%)	19.4	7.5	33.2	29.3
Margin (%)	16.8	17.1	20.4	23.5
Extra Ord. Income / (Exp)	-	-	-	-
Reported PAT	6,596	7,094	9,447	12,212
YoY gr. (%)	19.4	7.5	33.2	29.3
Margin (%)	16.8	17.1	20.4	23.5
Other Comprehensive Income	-	-	-	-
Total Comprehensive Income	6,596	7,094	9,447	12,212
Equity Shares O/s (mn)	155	161	161	161
EPS (INR)	42.5	44.2	58.8	76.0

Source: Company, PL

Balance Sheet (INR mn)

Y/e Mar	FY25	FY26	FY27E	FY28E
Non-Current Assets				
Gross Block	29,616	30,578	40,791	41,004
Tangibles	16,445	18,287	29,100	29,913
Intangibles	13,171	12,291	11,691	11,091
Acc: Dep / Amortization	10,345	12,170	14,066	16,010
Tangibles	10,345	12,170	14,066	16,010
Intangibles	-	-	-	-
Net Fixed Assets	19,271	18,407	26,725	24,995
Tangibles	6,099	6,116	15,033	13,903
Intangibles	13,171	12,291	11,691	11,091
Capital Work In Progress	467	612	612	612
Goodwill	575	575	575	575
Non-Current Investments	280	260	129	129
Net Deferred Tax Assets	(1,689)	(1,773)	(1,773)	(1,773)
Other Non-Current Assets	2,717	304	304	304
Current Assets				
Investments	3,171	7,389	7,389	7,389
Inventories	5,290	6,834	6,354	7,131
Trade Receivables	8,154	7,809	9,023	10,125
Cash & Bank Balance	1,295	1,459	564	10,878
Other Current Assets	1,430	5,964	5,964	5,964
Total Assets	42,738	49,687	57,711	68,175
Equity				
Equity Share Capital	155	161	161	161
Other Equity	34,178	41,432	48,469	58,272
Total Network	34,333	41,592	48,630	58,433
Non-Current Liabilities				
Long Term Borrowings	-	-	-	-
Provisions	-	-	-	-
Other Non Current Liabilities	308	341	341	341
Current Liabilities				
ST Debt / Current of LT Debt	138	-	-	-
Trade Payables	4,107	3,910	4,829	5,419
Other Current Liabilities	2,079	2,002	2,069	2,140
Total Equity & Liabilities	42,738	49,687	57,711	68,175

Source: Company, PL

Cash Flow (INR mn)

Y/e Mar	FY25	FY26	FY27E	FY28E
PBT	8,874	9,794	12,596	16,282
Add. Depreciation	1,710	1,825	1,896	1,943
Add. Interest	117	56	50	30
Less Financial Other Income	383	602	850	1,300
Add. Other	257	240	-	-
Op. Profit before WC Changes	10,959	11,915	14,542	18,255
Net Changes-WC	72	(2,313)	253	(1,218)
Direct Tax	(2,007)	(2,563)	(3,149)	(4,071)
Net Cash from Op. Activities	9,024	7,039	11,646	12,967
Capital Expenditures	(1,192)	(813)	(10,813)	(813)
Interest / Dividend Income	-	-	-	-
Others	(1,767)	(5,046)	-	-
Net Cash from Inv. Activities	(2,959)	(5,859)	(10,813)	(813)
Issue of Share Cap. / Premium	240	2,320	-	-
Debt Changes	(3,439)	(138)	-	-
Dividend Paid	(2,370)	(3,133)	(2,409)	(2,409)
Interest Paid	(96)	(31)	(50)	(30)
Others	(60)	(34)	731	600
Net Cash from Fin. Activities	(5,726)	(1,016)	(1,728)	(1,839)
Net Change in Cash	339	165	(895)	10,314
Free Cash Flow	7,832	6,226	833	12,153

Source: Company, PL

Quarterly Financials (INR mn)

Y/e Mar	Q1FY26	Q2FY26	Q3FY26	Q4FY26
Net Revenues	10,939	10,849	10,647	9,042
YoY gr. (%)	8.9	8.4	10.5	(4.8)
Raw Material Expenses	3,471	3,455	3,294	2,743
Gross Profit	7,468	7,394	7,353	6,300
Margin (%)	68.3	68.2	69.1	69.7
EBITDA	3,009	3,096	2,958	2,011
YoY gr. (%)	7.3	14.5	16.2	(11.2)
Margin (%)	27.5	28.5	27.8	22.2
Depreciation / Depletion	427	444	454	500
EBIT	2,582	2,652	2,505	1,511
Margin (%)	23.6	24.4	23.5	16.7
Net Interest	11	14	19	12
Other Income	146	153	183	120
Profit before Tax	2,716	2,792	2,669	1,619
Margin (%)	24.8	25.7	25.1	17.9
Total Tax	692	713	690	333
Effective Tax Rate (%)	25.5	25.6	25.8	20.6
Profit After Tax	2,024	2,078	1,979	1,286
Minority Interest	-	-	-	-
Share Profit from Associate	-	-	-	-
Adjusted PAT	2,024	2,078	1,979	1,557
YoY gr. (%)	14.4	19.1	21.8	6.9
Margin (%)	18.5	19.2	18.6	17.2
Extra Ord. Income / (Exp)	-	-	-	-
Reported PAT	2,024	2,078	1,979	1,557
YoY gr. (%)	14.4	19.1	21.8	6.9
Margin (%)	18.5	19.2	18.6	17.2
Other Comprehensive Income	true	true	true	-
Total Comprehensive Income	2,025	2,079	1,980	1,557
Avg. Shares O/s (mn)	161	161	161	161
EPS (INR)	12.6	12.9	12.3	6.3

Source: Company, PL

Key Financial Metrics

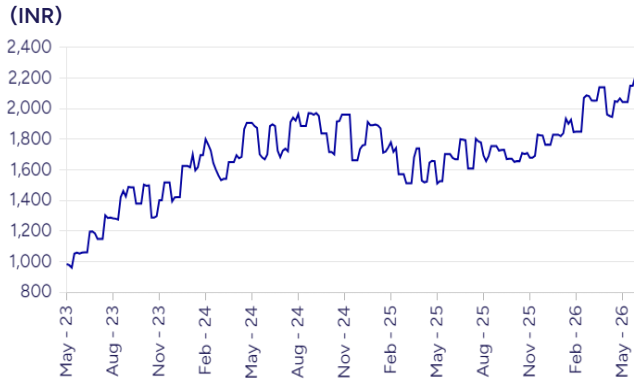
Y/e Mar	FY25	FY26	FY27E	FY28E
Per Share (INR)				
EPS	42.5	44.2	58.8	76.0
CEPS	53.5	55.5	70.6	88.1
BVPS	221.2	259.0	302.8	363.8
FCF	50.5	38.8	5.2	75.7
DPS	7.0	10.0	15.0	15.0
Return Ratio (%)				
RoCE	25.6	24.3	26.1	28.0
ROIC	22.5	22.6	23.7	30.1
RoE	20.8	18.7	20.9	22.8
Balance Sheet				
Net Debt : Equity (x)	-	-	-	-
Net Working Capital (Days)	87	94	83	83
Valuation (x)				
PER	50.2	48.3	36.3	28.0
P/B	9.6	8.2	7.0	5.8
P/CEPS	39.8	38.4	30.2	24.2
EV/EBITDA	31.6	30.1	24.4	19.1
EV/Sales	8.3	8.0	7.2	6.2
Dividend Yield (%)	0.3	0.4	0.7	0.7
FCFF Yield (%)	2.3	1.8	0.2	3.5
PEG Ratio	2.5	12.3	1.0	0.9

Source: Company, PL

Key Operating Metrics

Y/e Mar	FY25	FY26	FY27E	FY28E
Domestic Formulations	21,780	23,602	26,055	29,424
Contrast Media	900	1,008	1,129	1,264
Sanzyme	2,587	3,027	3,481	4,073
Export Formulations	11,280	11,540	13,141	14,367
Contract Manufacturing	4,460	4,450	5,118	5,987
API business	760	802	866	935

Source: Company, PL

Price Chart

Recommendation History

No.	Date	Rating	TP (INR)	Share Price (INR)
1	09-Apr-26	BUY	2300	1943
2	19-Jan-26	BUY	2300	1927
3	08-Jan-26	BUY	2100	1933
4	12-Nov-25	BUY	2100	1820
5	08-Oct-25	BUY	2030	1657
6	31-Jul-25	BUY	2030	1778
7	08-Jul-25	BUY	2030	1633
8	16-May-25	BUY	2030	1641
9	08-Apr-25	BUY	2075	1518
10	06-Feb-25	BUY	2075	1716

Analyst Coverage Universe

Sr. No.	Company Name	Rating	TP (INR)	Share Price (INR)
1	Ajanta Pharma	BUY	3400	2898
2	Anthem Biosciences	BUY	755	691
3	Apollo Hospitals Enterprise	BUY	9000	7482
4	Aster DM Healthcare	Buy	800	701
5	Aurobindo Pharma	BUY	1300	1336
6	Brigade Enterprises	Buy	1045	758
7	Cipla	Accumulate	1440	1216
8	Divi's Laboratories	Accumulate	6850	5882
9	Dr. Reddy's Laboratories	Reduce	1300	1191
10	Eris Lifesciences	BUY	1800	1354
11	Fortis Healthcare	BUY	1050	850
12	Global Health	BUY	1375	1059
13	HealthCare Global Enterprises	BUY	850	545
14	Indoco Remedies	Hold	325	225
15	Ipca Laboratories	Buy	1800	1445
16	J.B. Chemicals & Pharmaceuticals	BUY	2300	1943
17	Jupiter Life Line Hospitals	BUY	1600	1233
18	Krishna Institute of Medical Sciences	BUY	810	662
19	Lupin	Accumulate	2500	2380
20	Max Healthcare Institute	BUY	1300	955
21	Narayana Hrudayalaya	BUY	2150	1728
22	Oberoi Realty	Accumulate	1820	1635
23	Prestige Estates Projects	Buy	1875	1319
24	Rainbow Children's Medicare	BUY	1550	1254
25	Sun Pharmaceutical Industries	BUY	1900	1734
26	Sunteck Realty	Buy	520	356
27	Torrent Pharmaceuticals	BUY	4750	4029
28	Zydus Lifesciences	Accumulate	1020	892

PL's Recommendation Nomenclature (Absolute Performance)

BUY	: > 15%
Accumulate	: 5% to 15%
Hold	: +5% to -5%
Reduce	: -5% to -15%
Sell	: < -15%
Not Rated (NR)	: No specific call on the stock
Under Review (UR)	: Rating likely to change shortly

ANALYST CERTIFICATION

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