

Cipla

Performance Highlights

Y/E March (₹ cr)	4QFY2015	3QFY2015	% chg qoq	4QFY2014	% chg yoy
Net sales	2,981	2,625	13.6	2,429	22.7
Other income	173	181	(4.5)	168	3.2
Gross profit	1,857	1,635	13.6	1,426	30.2
Operating profit	396	413	(4.2)	319	24.0
Adj. Net profit	260	328	(20.8)	261	(0.4)

Source: Company, Angel Research

For 4QFY2015, Cipla's top-line came in well above our expectations, while the OPM and net profit came in below our expectations. Sales came in at ₹2,981cr V/s an expected ₹2,672cr and V/s ₹2,429cr in 4QFY2014, i.e a yoy growth of 22.7%. On the operating front, the EBITDA margin was impacted by a 34.3% yoy rise in other expenditure. The EBITDA margin came in at 13.3% V/s an expected 15.1% and V/s 13.1% in 4QFY2014, an expansion of 14bp yoy. This was inspite of a 243bp yoy expansion in the GPM. The GPM for the quarter stood at 61.1% V/s 58.7% in 4QFY2014. Adj. PAT came in at ₹260cr V/s an expected ₹312cr and V/s ₹261cr in 4QFY2014, a yoy de-growth of 0.4%. This was on account of 29.2% rise in depreciation and only 3% rise in other income. **We maintain our Neutral rating on the stock.**

Results lower than expectations on OPM and Net Profit front: For 4QFY2015, Cipla's top-line came in well above our expectations, while the OPM and net profit came in below our expectations. Sales came in at ₹2,981cr V/s an expected ₹2,672cr and V/s ₹2,429cr in 4QFY2014, i.e. a yoy growth of 22.7%. On the operating front, the EBITDA margin was impacted by a 34.3% yoy rise in other expenditure. The EBITDA margin came in at 13.3% V/s an expected 15.1% and V/s 13.1% in 4QFY2014, an expansion of 14bp yoy. This was inspite of a 243bp yoy expansion in the GPM. The GPM for the quarter stood at 61.1% V/s 58.7% in 4QFY2014. Adj. PAT came in at ₹260cr V/s an expected ₹312cr and V/s ₹261cr in 4QFY2014, a yoy de-growth of 0.4%. This was on account of 29.2% rise in depreciation and only 3% rise in other income.

Outlook and valuation: We expect the company's net sales to post a 18.9% CAGR to ₹16,515cr and EPS to record a 21.2% CAGR to ₹28.9 over FY2015–17E. The growth in the top-line would be driven by domestic formulation sales and exports. **We maintain our Neutral stance on the stock, taking into consideration the near term valuations.**

Key financials (Consolidated)

Y/E March (₹ cr)	FY2014	FY2015	FY2016E	FY2017E
Net sales	9,753	11,681	14,051	16,515
% chg	20.6	19.8	20.3	17.5
Adj. Net profit	1,388	1,578	2,019	2,317
% chg	(8.9)	13.6	28.0	14.8
EPS (₹)	17.3	19.6	25.1	28.9
EBITDA margin (%)	18.3	17.7	18.9	18.7
P/E (x)	37.1	32.6	25.5	22.2
RoE (%)	14.6	15.1	17.2	16.9
RoCE (%)	12.8	12.9	15.8	16.9
P/BV (x)	5.1	4.8	4.1	3.5
EV/Sales (x)	5.4	4.5	3.7	3.1
EV/EBITDA (x)	29.3	25.3	19.4	16.3

Source: Company, Angel Research; Note: CMP as of June 2, 2015

NEUTRAL

CMP ₹641
 Target Price -

Investment Period -

Stock Info

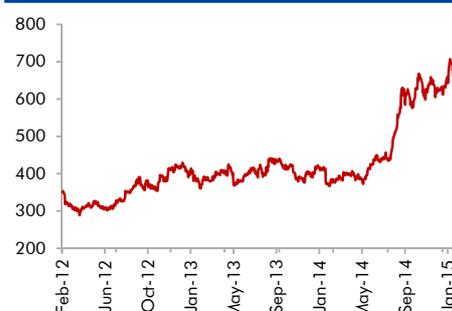
Sector	Pharmaceutical
Market Cap (₹ cr)	51,470
Net Debt (₹ cr)	498
Beta	1.0
52 Week High / Low	752/382
Avg. Daily Volume	202,569
Face Value (₹)	2
BSE Sensex	27,188
Nifty	8,236
Reuters Code	CIPL.BO
Bloomberg Code	CIPLA@IN

Shareholding Pattern (%)

Promoters	36.8
MF / Banks / Indian FIs	13.7
FII / NRIs / OCBs	31.1
Indian Public / Others	18.4

Abs. (%)	3m	1yr	3yr
Sensex	(7.7)	10.1	70.3
Cipla	(10.4)	66.0	107.7

3-Year Daily Price Chart



Source: Company, Angel Research

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Exhibit 1: 4QFY2015 (Consolidated) performance

Y/E March (₹ cr)	4QFY2015	3QFY2015	% chg qoq	4QFY2014	% chg yoy	FY2015	FY2014	% chg yoy
Net sales	2,981	2,625	13.6	2,429	22.7	10,882	9,753	11.6
Other income	173.2	181.4	(4.5)	167.8	3.2	628.6	613.0	2.5
Total income	3,154	2,806	12.4	2,597	21.5	11,511	10,366	11.0
Gross profit	1857	1635	13.6	1426	30.2	6728	5878	14.5
Gross margin	61.1	62.3		58.7		61.8	60.3	
Operating profit	396	413	(4.2)	319	24.0	1699	1785	(4.8)
OPM (%)	13.3	15.7		13.1		15.6	18.3	
Interest	43.4	44.7	(3.1)	34.1	27.2	168	146.0	15.3
Depreciation	136	122	11.6	105	29.2	505	373	35.3
PBT	390	428	(9.0)	348	12.1	1654	1879	(12.0)
Provision for taxation	103	94	9.1	75	37.4	400	463	(13.6)
PAT before extra-ordinary item	287	334	(14.1)	273	5.2	1,254	1,417	(11.5)
Share of Profit /(loss) of associate	(27)	(7)		(12)		(73)	(28)	
Extra-ordinary items/(income)	0	0		0		0	0	
PAT after extra-ordinary item	260	328	(20.8)	261	(0.4)	1,181	1,388	(15.0)
Adj. PAT	260	328	(20.8)	261	(0.4)	1,181	1,388	(15.0)
EPS (₹)	3.2	4.1		3.2		14.7	17.3	

Source: Company, Angel Research

Exhibit 2: 4QFY2015 – Actual vs. Angel estimates

(₹ cr)	Actual	Estimates	Variance
Net sales	2,981	2,672	11.5
Other income	173	168	3.2
Operating profit	396	405	(2.2)
Tax	103	102	1.5
Net profit	260	312	(16.7)

Source: Company, Angel Research

Top-line above expectation

For 4QFY2015, Cipla's top-line came in well above our expectation, while the OPM and net profit came in below our expectations. Sales came in at ₹2,981cr V/s an expected ₹2,672cr and V/s ₹2,429cr in 4QFY2014, a yoy growth of 22.7%. Domestic sales (₹1,086cr) posted a yoy growth of 20.7% and exports (₹1,895cr) posted a yoy growth of 22.8%.

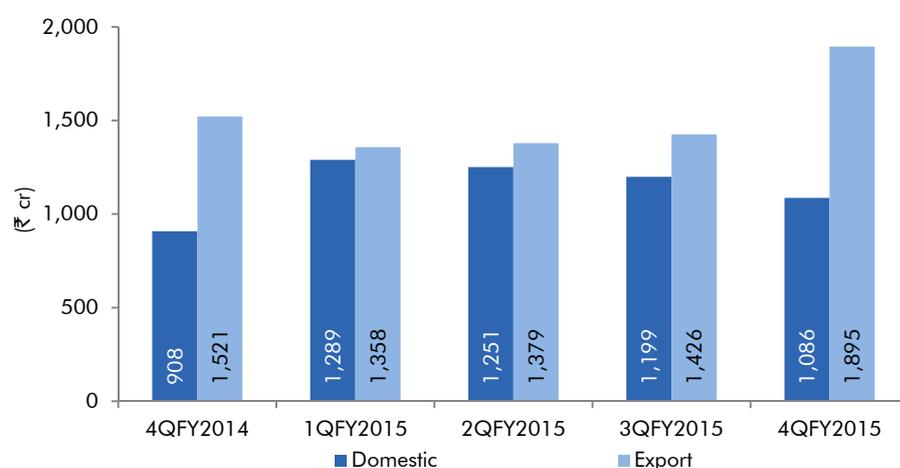
The growth in the top-line came on the back of domestic sales posting a growth of 20.7% yoy to ₹1,086cr, outpacing the industry growth of 12.0% yoy (as per IMS data) during the quarter. The market share of the company in the domestic formulation market was ~5.3% in FY2014-15 (as per IMS data). For FY2014-15, the India business contributed 42% to overall sales with chronic segment contributing 52% of sales. The new product contribution was at around 3.2% of sales. Overall, the company continued to outpace the market with a 20% growth V/s 12% growth for the industry (Source: IMS data).

Export formulations posted a growth of 31.8% yoy to ₹1,690cr, while API exports dipped to ₹205cr V/s ₹239cr in the corresponding period of last year. Formulations now constitute 93.1% of sales of the company.

For FY2014-15, the company's exports (₹6,058cr) posted a growth of 5.6%. The growth was moderate mainly owing to only 4.0% growth in (ZAR Mn) South Africa (₹1,379.5cr), which contributed around 14% of the overall sales. The ROW market, which was 25% of overall sales, posted a 9% growth in US\$. The North America business contributed 8% to overall sales, posting a yoy growth of 20% (US\$148Mn). The company made 12 filings in FY2014-15. Europe, which contributed 4% of sales, posted a 24% yoy decline for the year, mainly due to the MEDA (Dymista) one-off last year.

Exports contributed 63.6% to overall sales (V/s 62.6% in 4QFY2014), while domestic sales contributed the rest.

Exhibit 3: Sales Trend

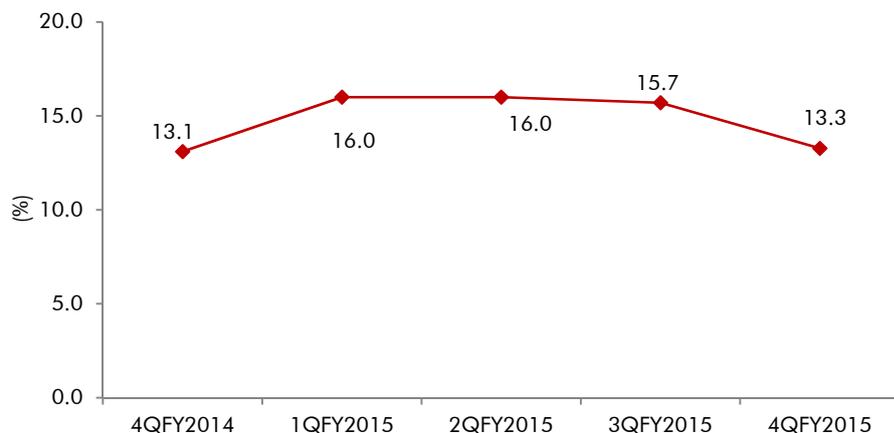


Source: Company

Operating profit margin almost flat

On the operating front, the EBITDA margin came in at 13.3% V/s an expected 15.1% and V/s 13.1% in 4QFY2014, an expansion of 14bp yoy. This was in spite of a 243bp yoy expansion in the GPM which ended the period at 61.1% V/s 58.7% in 4QFY2014. The GPM grew on back of an improved sales mix, ie increased share of formulations at 93.1% of sales during the quarter V/s 90.2% in 4QFY2014.

Exhibit 4: OPM Trend

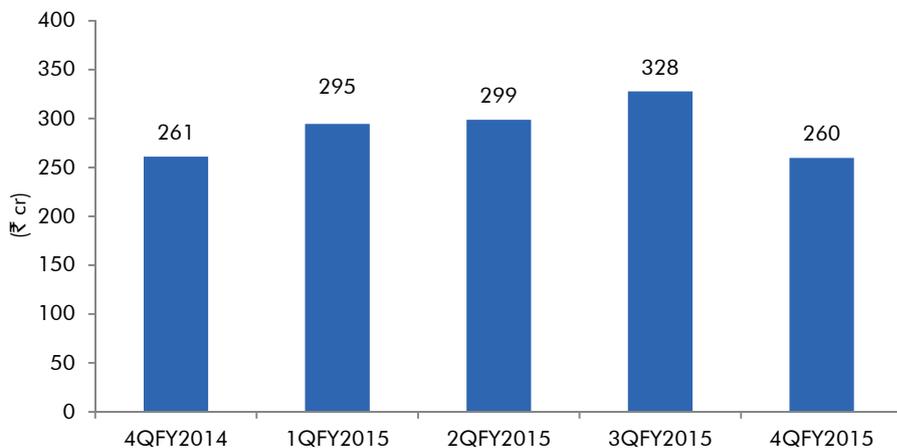


Source: Company

Net profit higher than expectation

The company reported an Adj PAT of ₹260cr which is lower than an expected ₹312cr and V/s ₹261cr in 4QFY2014, a yoy de-growth of 0.4%. This was on account of a 36.8% rise in tax, 29.1% rise in depreciation and only 3% rise in other income.

Exhibit 5: Net Profit Trend



Source: Company

Concall takeaways

- The Management reiterated its guidance of sales growth being in mid-teens, FY2016 onwards.
- In FY2015 there have been 78 filings in Europe and 12 filings in North America, while there have been 1,800 plus other international (RoW) filings.
- R&D expenditure during FY2015 was at 6.2% of sales.

Recommendation rationale

Export segment to be the growth driver: Cipla exports to more than 180 countries, with growth coming through marketing alliances and distribution tie-ups in various markets. Exports contributed 53% to the total turnover in FY2015, with Africa, US and Latin America constituting more than ~60% of total exports. In the US, Cipla has a strong product pipeline of 147 ANDAs, out of which 79 are approved. Another long term growth driver for the company is the launch of the CFC-free inhalers in the regulated markets. CFC-free inhalers in Europe and US address a potential market size of more than US\$3bn.

With Medpro's acquisition, the company now has a front end in the fast growing African market. Overall, we expect the company's exports to grow at a CAGR of 22.5% during FY2015-17E.

Increasing penetration in the domestic market: Cipla is one of the largest players in the domestic formulation market, with a market share of around 5.3%. Domestic formulations contributed 43% to the company's total turnover in FY2015. The company is the market leader in key therapeutic areas such as respiratory care, anti-viral and urological. Cipla's distribution network in India consists of a field force of around 7,000-8,000 employees. The company plans to increase its focus on domestic markets with new therapies such as oncology and neuro-psychiatry in the offing. The company plans to focus on growing its market share and sales by increasing penetration in the Indian market, especially in rural areas and plans to expand its product portfolio by launching biosimilars, particularly relating to the oncology, anti-asthmatic and anti-arthritis categories. Overall we expect the company's domestic formulation business to post a CAGR of 15.0% over FY2015-17E.

Valuation: We expect the company to post an 18.9% CAGR in net sales to ₹16,515cr and EPS to record a 21.2% CAGR to ₹28.9 over FY2015-17E. The growth in the top-line would be driven by domestic formulation sales and exports.

We maintain our Neutral stance on the stock.

Exhibit 6: Key assumptions

Key assumptions	FY2016E	FY2017E
Domestic growth (%)	15.0	15.0
Exports growth (%)	23.6	19.2
Growth in employee expenses (%)	20.0	22.0
Operating margins (excl tech. know-how fees) (%)	18.9	18.7

Source: Company, Angel Research

Exhibit 7: One-year forward PE band


Source: Company, Angel Research

Exhibit 8: Recommendation Summary

Company	Reco	CMP (₹)	Tgt. price (₹)	Upside %	FY2017E			FY15-17E	FY2017E	
					PE (x)	EV/Sales (x)	EV/EBITDA (x)	CAGR in EPS (%)	RoCE (%)	RoE (%)
Alembic Pharma	Neutral	549	-	-	24.9	3.6	17.6	21.1	30.6	30.9
Aurobindo Pharma	Accumulate	1325	1,502	13.4	17.6	2.7	12.2	13.7	21.4	27.5
Cadila Healthcare	Neutral	1849	-	-	22.8	3.2	15.9	19.6	27.3	22.8
Cipla	Neutral	641	-	-	22.2	3.1	16.3	21.2	16.9	16.9
Dr Reddy's	Accumulate	3,474	3,749	14.1	19.3	2.8	12.6	17.6	19.4	20.8
Dishman Pharma	Buy	141	219	55.6	5.1	0.7	3.0	42.8	14.8	14.3
GSK Pharma*	Neutral	3,288	-	-	56.1	8.8	46.4	14.6	32.2	30.7
Indoco Remedies	Neutral	374	-	-	24.1	2.8	15.3	31.4	20.1	21.1
Ipca labs	Buy	652	810	24.2	14.5	1.8	9.7	24.3	18.1	19.4
Lupin	Neutral	1,799	-	-	25.3	4.3	16.1	15.3	29.4	24.6
Sanofi India*	Accumulate	3,382	3,749	10.8	25.3	2.7	16.2	25.1	22.0	22.5
Sun Pharma	Buy	860	1,064	23.7	22.6	4.4	13.5	15.4	26.2	24.9

Source: Company, Angel Research; Note: * December year ending

Company Background

Cipla is a leading pharmaceutical company in India with a strong presence in both, the export and domestic markets. On the exports front, where it follows the partnership model, it has 5,700 product registrations in around 180 countries. Cipla is a market leader in the domestic formulation market with ~5.3% market share. The company is likely to continue on the growth trajectory owing to its entry into the inhalers market in the EU and potential new long-term manufacturing contracts with Global Innovators.

Profit & loss statement (Consolidated)

Y/E March (₹ cr)	FY2012	FY2013	FY2014	FY2015	FY2016E	FY2017E
Gross sales	6,956	8,196	9,902	11,861	14,267	16,769
Less: Excise duty	108.1	108.7	149.3	179.7	216.1	254.1
Net sales	6,848	8,087	9,753	11,681	14,051	16,515
Other operating income	173	193	348	348	348	348
Total operating income	7,021	8,279	10,100	12,029	14,399	16,863
% chg	11.0	17.9	22.0	19.1	19.7	17.1
Total expenditure	5,362	6,081	7,967	9,612	11,399	13,423
Net raw materials	2,739	2,953	3,875	4,556	5,480	6,441
Other mfg costs	705	641	827	993	1,142	1,313
Personnel	773	1,036	1,543	2,083	2,499	3,049
Other	1,145	1,451	1,722	1,981	2,278	2,620
EBITDA	1,486	2,005	1,786	2,069	2,652	3,093
% chg	9.1	35.0	(11.0)	15.9	28.2	16.6
(% of Net Sales)	21.7	24.8	18.3	17.7	18.9	18.7
Depreciation & amort.	312	330	373	457	502	544
EBIT	1,174	1,675	1,413	1,613	2,151	2,549
% chg	7.8	42.7	(15.6)	14.1	33.4	18.5
(% of Net Sales)	17.1	20.7	14.5	13.8	15.3	15.4
Interest & other charges	38	34	146	85	35	35
Other Income	176	235	266	266	266	266
(% of PBT)	11.9	11.4	14.1	12.4	9.7	8.5
Recurring PBT	1,485	2,069	1,881	2,141	2,729	3,127
% chg	27.2	39.3	(9.1)	13.8	27.5	14.6
Extraordinary exp./ (Inc.)	36.9	(26.7)	-	-	-	-
PBT (reported)	1,448	2,095	1,881	2,141	2,729	3,127
Tax	306.5	544.3	463.4	535.3	682.3	781.9
(% of PBT)	21.2	26.0	24.6	25.0	25.0	25.0
PAT (reported)	1,141	1,551	1,417	1,606	2,047	2,346
Add: Share of earnings of asso.	3	(6)	(12)	(12)	(12)	(11)
Less: Minority interest (MI)	-	-	16	16	16	17
Prior period items	-	-	-	-	-	1
PAT after MI (reported)	1,144	1,545	1,388	1,578	2,019	2,317
ADJ. PAT	1,173	1,524	1,388	1,578	2,019	2,317
% chg	18.1	30.0	(8.9)	13.6	28.0	14.8
(% of Net Sales)	16.7	19.1	14.2	13.5	14.4	14.0
Basic EPS (₹)	14.6	19.0	17.3	19.6	25.1	28.9
Fully Diluted EPS (₹)	14.6	19.0	17.3	19.6	25.1	28.9
% chg	18.1	30.0	(8.9)	13.6	28.0	14.8

Balance sheet (Consolidated)

Y/E March (` cr)	FY2012	FY2013	FY2014	FY2015	FY2016E	FY2017E
SOURCES OF FUNDS						
Equity share capital	161	161	161	161	161	161
Preference Capital	-	-	-	-	-	-
Reserves & surplus	7,478	8,858	9,890	10,629	12,459	14,589
Shareholders funds	7,639	9,019	10,050	10,801	12,620	14,749
Minority interest	-	-	50	180	180	180
Total loans	29.2	966.9	1,247.9	1,701.8	700.0	701.0
Other long term liabilities	30.0	30.0	32.6	32.6	32.6	32.6
Long Term Provisions	31.2	50.4	77.4	168.4	168.4	168.4
Deferred tax liability	233.2	280.5	309.0	284.6	284.6	284.6
Total liabilities	7,963	10,347	11,767	13,169	13,986	16,117
APPLICATION OF FUNDS						
Gross block	4,626	5,318	6,183	6,868	7,468	8,068
Less: acc. depreciation	1,411	1,708	2,180	2,634	3,136	3,679
Net block	3,215	3,610	4,003	4,234	4,332	4,388
Capital work-in-progress	371	378	442	442	442	442
Goodwill	-	-	2,493	2,735	2,735	2,735
Investments	1,269	2,532	709	640	640	640
Long Term Loans and Adv.	378	363	301	419	434	510
Current assets	4,116	4,775	5,340	7,201	7,792	10,209
Cash	90	143	175	564	345	1,456
Loans & advances	568	573	596	701	843	991
Others	3,458	4,058	4,569	5,936	6,604	7,762
Current liabilities	1,387	1,311	1,634	2,501	2,389	2,808
Net current assets	2,729	3,464	3,706	4,700	5,403	7,401
Mis. Exp. not written off	-	-	112	-	-	-
Total assets	7,963	10,347	11,767	13,169	13,986	16,117

Cash flow statement (Consolidated)

Y/E March (₹ cr)	FY2012	FY2013	FY2014	FY2015	FY2016E	FY2017E
Profit before tax	1,448	2,095	1,881	2,141	2,729	3,127
Depreciation	312	330	373	457	502	544
(Inc)/Dec in Working Capital	370	(667)	(149)	(722)	(938)	(963)
Direct taxes paid	275	518	431	537	888	-
Cash Flow from Operations	1,855	1,241	1,673	1,339	1,405	2,708
(Inc.)/Dec.in Fixed Assets	(472)	(698)	(930)	(684)	(600)	(600)
(Inc.)/Dec. in Investments	(678)	(1,263)	1,824	69	-	-
Other income	-	-	-	-	-	-
Cash Flow from Investing	(1,150)	(1,961)	894	(616)	(600)	(600)
Issue of Equity	-	-	-	-	-	-
Inc./Dec.) in loans	(482)	957	311	545	(1,002)	1
Dividend Paid (Incl. Tax)	(187)	(188)	(188)	(188)	(188)	(188)
Others	(42)	4	(2,658)	(692)	165	(810)
Cash Flow from Financing	(711)	773	(2,535)	(335)	(1,025)	(997)
Inc./Dec.) in Cash	(6)	53	32	389	(219)	1,111
Opening Cash balances	96	90	143	175	564	345
Closing Cash balances	90	143	175	564	345	1,456

Key Ratio

Y/E March	FY2012	FY2013	FY2014	FY2015	FY2016E	FY2017E
Valuation Ratio (x)						
P/E (on FDEPS)	43.9	33.8	37.1	32.6	25.5	22.2
P/CEPS	35.3	27.4	29.2	25.3	20.4	18.0
P/BV	6.7	5.7	5.1	4.8	4.1	3.5
Dividend yield (%)	0.3	0.3	0.3	0.3	0.3	0.3
EV/Sales	7.5	6.4	5.4	4.5	3.7	3.1
EV/EBITDA	34.4	25.9	29.3	25.3	19.4	16.3
EV / Total Assets	6.4	5.0	4.4	4.0	3.7	3.1
Per Share Data (₹)						
EPS (Basic)	14.6	19.0	17.3	19.6	25.1	28.9
EPS (fully diluted)	14.6	19.0	17.3	19.6	25.1	28.9
Cash EPS	18.1	23.4	21.9	25.3	31.4	35.6
DPS	2.0	2.0	2.0	2.0	2.0	2.0
Book Value	95.1	112.3	125.2	134.5	157.2	183.7
Dupont Analysis						
EBIT margin	17.1	20.7	14.5	13.8	15.3	15.4
Tax retention ratio	78.8	74.0	75.4	75.0	75.0	75.0
Asset turnover (x)	0.9	0.9	0.9	1.0	1.1	1.2
ROIC (Post-tax)	12.5	14.0	10.1	10.3	12.6	13.8
Cost of Debt (Post Tax)	10.1	5.0	9.9	4.3	2.2	3.8
Leverage (x)	0.0	0.0	0.1	0.0	0.0	1.0
Operating ROE	12.5	14.4	10.1	10.3	12.6	23.8
Returns (%)						
ROCE (Pre-tax)	15.2	18.3	12.8	12.9	15.8	16.9
Angel ROIC (Pre-tax)	16.1	19.3	15.3	17.8	21.6	23.2
ROE	16.4	18.3	14.6	15.1	17.2	16.9
Turnover ratios (x)						
Asset Turnover (Gross Block)	1.6	1.7	1.8	1.8	2.0	2.2
Inventory / Sales (days)	104	93	95	96	87	97
Receivables (days)	83	71	60	74	67	74
Payables (days)	57	46	41	55	44	44
WC cycle (ex-cash) (days)	146	131	124	116	117	119
Solvency ratios (x)						
Net debt to equity	(0.0)	0.1	0.1	0.1	0.0	(0.1)
Net debt to EBITDA	(0.0)	0.4	0.6	0.5	0.1	(0.2)
Interest Coverage (EBIT / Int.)	-	-	-	-	-	-

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Disclosure of Interest Statement	Cipla
1. Analyst ownership of the stock	No
2. Angel and its Group companies ownership of the stock	No
3. Angel and its Group companies' Directors ownership of the stock	No
4. Broking relationship with company covered	No

Note: We have not considered any Exposure below ₹1 lakh for Angel, its Group companies and Directors

Ratings (Based on expected returns over 12 months investment period):	Buy (> 15%)	Accumulate (5% to 15%) Reduce (-5% to -15%)	Neutral (-5 to 5%) Sell (< -15)
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