

June 18, 2024

## Management Meet Update

☑ Change in Estimates | ☑ Target | ■ Reco

### Change in Estimates

	Current		Previous	
	FY25E	FY26E	FY25E	FY26E
Rating	BUY		BUY	
Target Price	2,200		2,100	
Sales (Rs. m)	27,554	33,572	27,466	32,923
% Chng.	0.3	2.0		
EBITDA (Rs. m)	7,390	8,689	7,299	8,513
% Chng.	1.3	2.1		
EPS (Rs.)	42.4	50.5	41.6	50.8
% Chng.	1.9	(0.4)		

### Key Financials - Consolidated

Y/e Mar	FY23	FY24	FY25E	FY26E
Sales (Rs. m)	21,977	24,981	27,554	33,572
EBITDA (Rs. m)	6,040	6,404	7,390	8,689
Margin (%)	27.5	25.6	26.8	25.9
PAT (Rs. m)	3,215	3,101	3,395	4,045
EPS (Rs.)	40.2	38.8	42.4	50.5
Gr. (%)	(3.4)	(3.5)	9.5	19.1
DPS (Rs.)	-	-	3.5	5.8
Yield (%)	-	-	0.2	0.3
RoE (%)	21.0	17.7	17.1	17.4
RoCE (%)	25.3	19.5	18.1	18.9
EV/Sales (x)	7.6	6.9	6.3	5.2
EV/EBITDA (x)	27.6	26.9	23.4	19.9
PE (x)	50.5	52.3	47.8	40.1
P/BV (x)	9.7	8.9	7.6	6.5

### Key Data

KRII.BO | KIMS IN

52-W High / Low	Rs.2,357 / Rs.1,599	
Sensex / Nifty	76,993 / 23,466	
Market Cap	Rs.162bn / \$ (2,14,68,26,273)m	
Shares Outstanding	80m	
3M Avg. Daily Value	Rs.175.14m	

### Shareholding Pattern (%)

Promoter's	38.82
Foreign	16.73
Domestic Institution	33.13
Public & Others	11.32
Promoter Pledge (Rs bn)	10.14

### Stock Performance (%)

	1M	6M	12M
Absolute	3.8	4.8	26.3
Relative	(1.4)	(4.0)	3.7

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# Krishna Institute of Medical Sciences (KIMS IN)

Rating: BUY | CMP: Rs2,027 | TP: Rs2,200

## Growth to improve

We hosted Dr. Abhinay Bollineni, CEO of Krishna Institute of Medical Sciences (KIMS), for 2 days NDR at Mumbai. The management indicated that KIMS will continue to grow at double digits with Sunshine and Nagpur units driving growth in the near term. Though FY24 witnessed muted EBITDA growth, new clinical talent hiring and addition of sub-specialties across Telangana units will help ramp up revenues and profitability from FY25. Further, the company is exploring greenfield expansions in Bengaluru and Maharashtra. Given its lean cost structure and partnership with local doctors outside Andhra Pradesh (AP) & Telangana region, the management remains confident of achieving faster breakeven and +25% OPM across these new clusters over the next 4-5 years. We expect KIMS to generate Rs12-13bn of operating cash flow over FY24-26E, which will be utilized to set up new units across Maharashtra and Karnataka.

KIMS EBITDA has grown at 21% CAGR over FY21-24. We increase our FY25E & FY26E EBITDA projections marginally by 2-3%. We expect 20% EBITDA CAGR over FY24-27E, with healthy return ratios at ~20% RoE/RoCE. We continue to recommend 'Buy' with a target price of Rs2,200/share, valuing at 23x EV/EBITDA on FY26E.

- Profitability to improve across Telangana units:** KIMS Telangana cluster reported subdued profitability over the last 2 quarters (EBITDA down 12% YoY in H2FY24) impacted by several one-offs – shifting of 2 blocks to the Secunderabad flagship unit, renovation work to complete KIMS Cuddles expansion and Meropenem pricing impact. Further, the company has been incurring high doctor cost to add more sub-specialties, benefit of which will be visible from Q1FY25. We expect margins to improve to 31-32% in FY25 from 30.5% in FY24. Demolishing of 2 blocks (250 beds) at the Secunderabad flagship unit will help KIMS to utilize the additional FSI and increase bed capacity by 250. This, along with Kondapur unit expansion, will result in ~2,000 beds capacity by FY27 from the current 1,200. Overall, the management expects 12-13% EBITDA CAGR from the Telangana cluster over the next 4-5 years.
- Sunshine and Nagpur units' scale-up on track:** Sunshine units (Telangana) and Nagpur facility together reported EBITDA of Rs1.4bn in FY24 and have potential to double EBITDA over the next 3 years. Sunshine units enjoy 25% OPM despite ~50% occupancy, aided by a better payor mix. The new Sunshine unit in Begumpet is ramping up well, and its occupancy will improve as the company adds more specialties. Overall, the management has guided for +60% occupancy and 30% margin over the next 15-18 months across Sunshine units. The Nagpur unit is generating revenues of Rs150mn on monthly basis, which can be scaled up to Rs180-200mn by the end of FY25. Margins can go up to 21-22% on current revenues as there is further scope for consumables to go down.

- **Greenfield expansion of +1200 beds over FY24-26:** KIMS plans to operationalize 1200 beds over FY24-26 across the following three locations:
  - **Thane** – Phase 1 to start by Q4FY25 end, with total bed capacity of 300. Potential to add 150 beds more given the additional FSI available. Expected to generate ARPOB of +Rs55k per day
  - **Bengaluru** – Will follow cluster-wise approach by onboarding local doctors and dilute equity stake to 20-25%. 350 beds to be commercialized in Electronic City by Jan 2025 through O&M and another 415 beds by the end of FY25 in Marathahalli
  - **Nashik** – 300 beds to be commercialized by the end of Jul 2024. Hiring of all key doctors/consultants finalized. Another Rs6-7bn of capex pending across these units. The management expects Nashik unit to break even within the first year of operations and help negate operating losses across Bengaluru and Thane units in FY26 (factored in Rs350mn of operating losses in FY26 across Bengaluru and Thane)
- **AP cluster – New capacity addition to aid growth:** AP cluster units generate about 30% of volumes from scheme patients, and given their location in Tier 2 and 3 micro markets, these units will have lower ARPOBs. The cluster saw ~79% occupancy (based on census beds) and +22% OPM in FY24. The management plans to add oncology and mother and child care services across Anantapur, Vizag, Ongole and other facilities. This will generate additional revenues and margins. Overall, we see 13% EBITDA CAGR across AP cluster over FY24-26E.
- **Peak net debt of Rs17-18bn:** KIMS' current net debt stands at Rs8.5bn. It has pending capex of Rs6-7bn across Thane and Bengaluru units. Further, the company is adding beds through brownfield projects across the AP cluster. KIMS is also exploring new bed additions through the greenfield or inorganic route across clusters. We expect KIMS to generate Rs12-13bn of operating cash flow over FY24-26E. The management has guided peak net debt/EBITDA of 2x and peak net debt of Rs17-18bn.
- **Financials:** Combination of brownfield and greenfield expansion of +1800 beds over the next 3-4 years, new clinical talent hiring and addition of sub-specialties across Telangana units, will help ramp up revenues and profitability from FY25. We expect EBITDA CAGR of 12-13% from Telangana and AP clusters, and 2x EBITDA across Sunshine + Nagpur units over FY24-27E. Losses across the 3 units (Thane and 2 units of Bengaluru) are expected to be at Rs.350mn in FY26, while Nashik unit will start generating EBITDA from H2FY26. Overall, we see EBITDA CAGR of 17% over FY24-26E with healthy return ratios of ~20%.

**Exhibit 1: Overall revenues to grow at higher double digits**

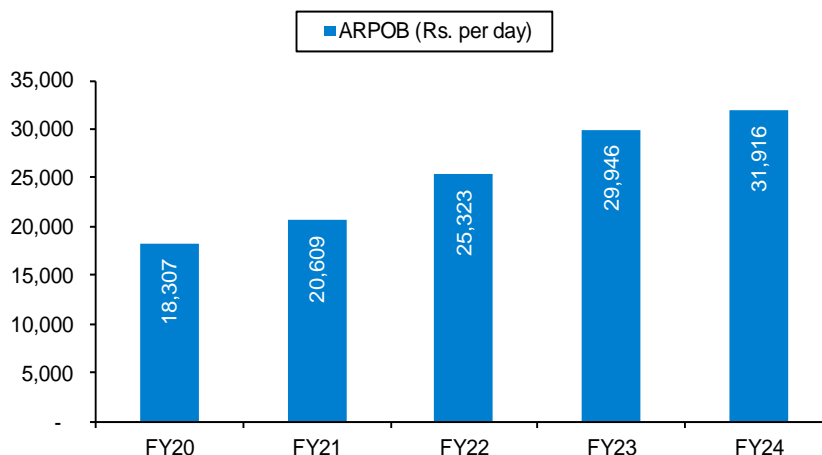
Cluster wise revenues (Rs mn)	FY22	FY23	FY24	FY25E	FY26E
Telangana (KIMS)	11,066	11,096	11,883	12,756	14,276
% total	66.2%	49.9%	47.3%	46.1%	42.4%
AP (KIMS)	5,645	5,952	6,775	7,358	8,293
% total	33.8%	26.8%	27.0%	26.6%	24.6%
Sunshine	NA	4,301	4,657	5,300	6,407
% total		19.3%	18.5%	19.1%	19.0%
Nagpur	NA	884	1,796	1,974	2,263
% total		4.0%	7.2%	7.1%	6.7%
Nashik + Bengaluru + Thane				296	2,463
% total		0.0%	0.0%	1.1%	7.3%
<b>Total</b>	<b>16,711</b>	<b>22,233</b>	<b>25,111</b>	<b>27,684</b>	<b>33,702</b>

Source: Company, PL

**Exhibit 2: Margin improvement potential across units**

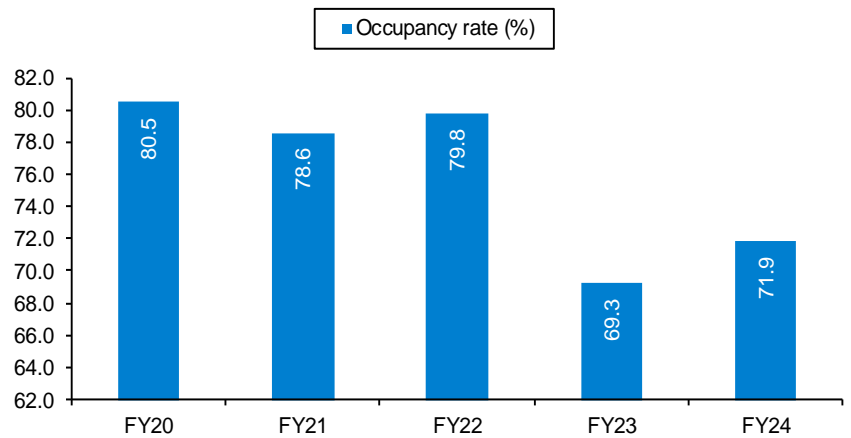
Cluster-wise EBITDA (Rs mn)	FY22	FY23	FY24	FY25E	FY26E
Telangana (KIMS)	4,107	3,710	3,624	4,082	4,640
OPM (%)	37.1	33.4	30.5	32.0	32.5
AP (KIMS)	1,254	1,445	1,506	1,692	1,949
OPM (%)	22.2	24.3	22.2	23.0	23.5
Sunshine	NA	1,075	1,155	1,431	1,922
OPM (%)		25.0	24.8	27.0	30.0
Nagpur	NA	66	251	395	543
OPM (%)		7.5	14.0	20.0	24.0
Nashik + Bengaluru + Thane				-80	-235
OPM (%)				-27.1	-9.5
<b>Total</b>	<b>5,361</b>	<b>6,296</b>	<b>6,536</b>	<b>7,520</b>	<b>8,819</b>
OPM (%)	32.1	28.3	26.0	27.2	26.2

Source: Company, PL

**Exhibit 3: Higher ARPOB led by increased complex surgeries and improved payor mix**


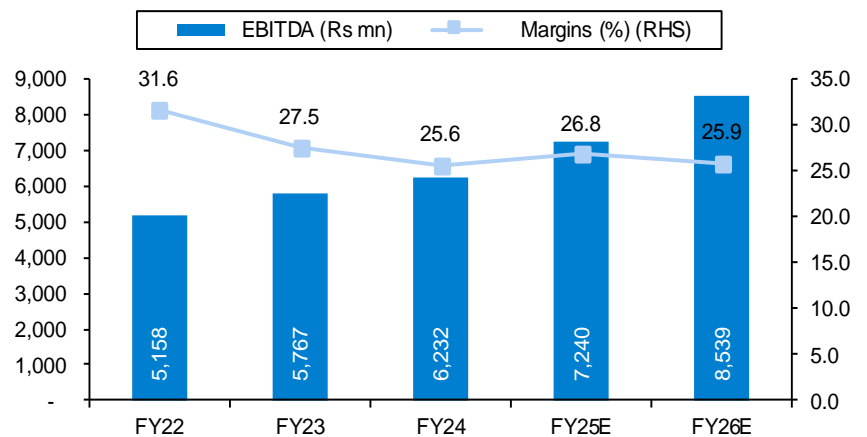
Source: Company, PL

**Exhibit 4: Occupancy drop due to consolidation of Sunshine and Nagpur unit over FY22-24**



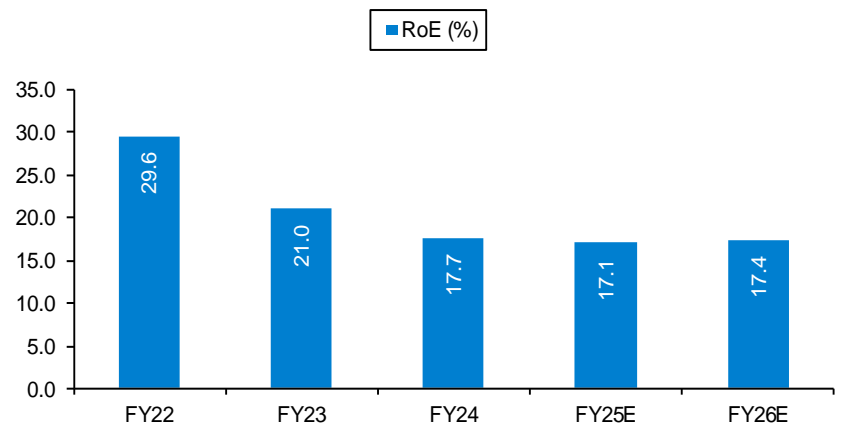
Source: Company, PL

**Exhibit 5: Healthy margins to continue**



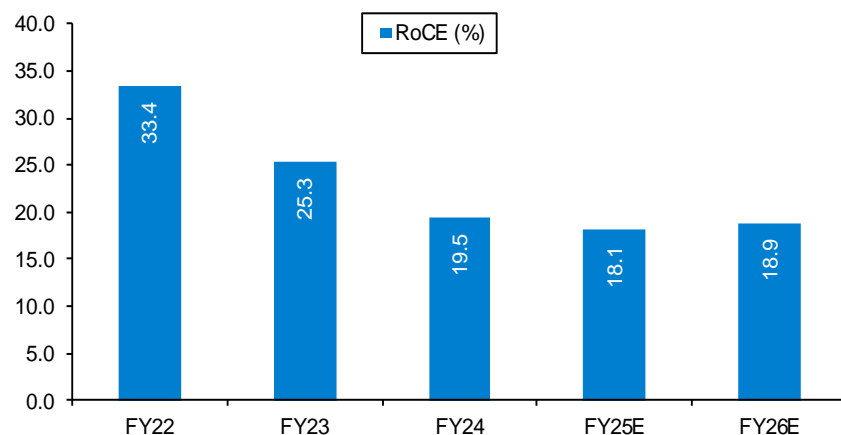
Source: Company, PL

**Exhibit 6: Healthy RoE despite capex intensity going up**



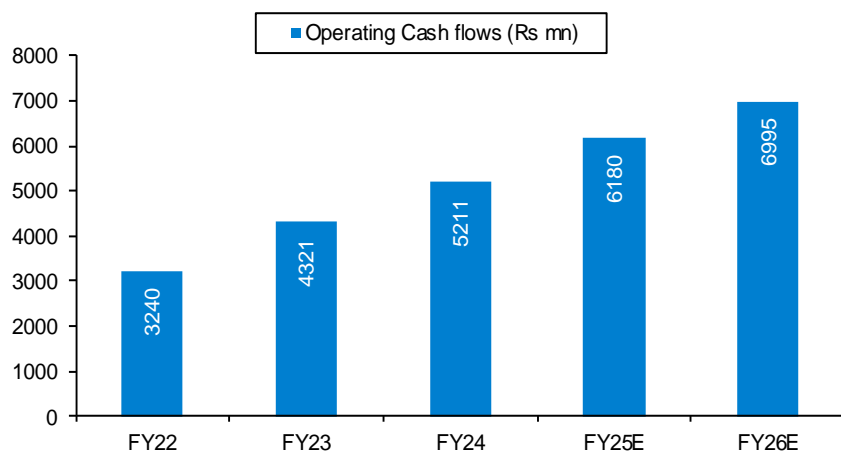
Source: Company, PL

**Exhibit 7: Healthy RoCE profile**



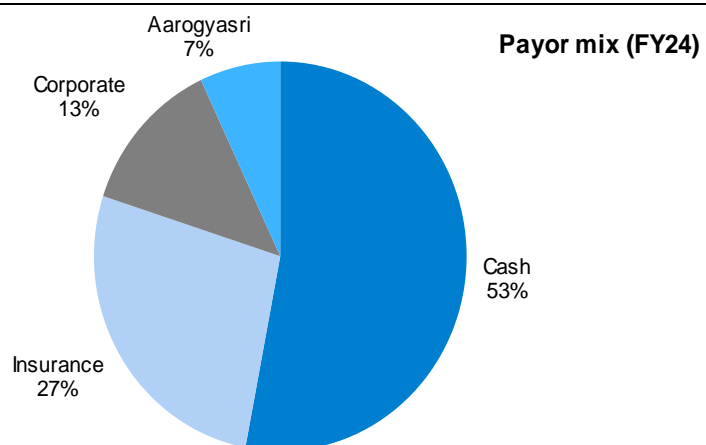
Source: Company, PL

**Exhibit 8: Strong operating cash flow generation**



Source: Company, PL

**Exhibit 9: Cash + insurance constitute 80% of business**



Source: Company, PL

### Exhibit 10: Cluster-wise bed expansion plan

Cluster-wise Expansion Plan	FY24 (Existing Bed Capacity)	Locations	FY25	FY26	FY27
Maharashtra	334	Nashik + Thane	600		
Bengaluru	-	(Project- Electronic City & Marathahalli)	765		
AP	1,914	Anantapur + Srikakulam + Ongole	120	200	
Telangana	1,200	Kondapur + Secunderabad			750
Sunshine	527				
<b>Total Bed Capacity</b>	<b>3,975</b>		<b>1,485</b>	<b>200</b>	<b>750</b>

Source: Company, PL

### Exhibit 11: Peer Valuation

	Mcap (Rs bn)	CMP (Rs)	TP (Rs)	Rating	EV/EBITDA (x)		PE (x)		ROE (%)		PB (x)		EBITDA CAGR (%)
					FY25E	FY26E	FY25E	FY26E	FY25E	FY26E	FY25E	FY26E	FY24-26E
APHS	893	6,208	7,050	BUY	25.0	21.2	58.4	43.1	20.2	22.6	10.8	8.9	17.5
ASTERDM	179	358	400	BUY	24.5	19.4	46.6	32.8	19.4	23.7	8.5	7.1	27.7
FORH	379	502	515	BUY	26.0	22.0	46.4	36.5	10.2	12.0	4.6	4.2	20.9
HCG	48	347	420	BUY	14.7	12.5	59.6	39.7	10.5	13.9	5.9	5.2	18.8
<b>KIMS</b>	<b>162</b>	<b>2,027</b>	<b>2,200</b>	<b>BUY</b>	<b>25.8</b>	<b>22.1</b>	<b>48.7</b>	<b>39.9</b>	<b>16.8</b>	<b>17.6</b>	<b>7.6</b>	<b>6.5</b>	<b>16.2</b>
MAXHEALT	901	928	925	BUY	40.6	31.1	57.6	42.9	15.7	18.2	8.5	7.2	23.3
NARH	253	1,238	1,335	BUY	19.5	16.4	31.7	26.6	24.6	23.8	6.8	5.5	13.8
JLHL	811	1,240	1,360	BUY	24.5	19.8	34.2	27.5	17.4	18.3	5.5	4.6	24.5
RAINBOW	133	1,309	NA	NA	27.4	22.7	50.6	40.6	18.7	19.6	9.0	7.6	19.1
MEDANTA	368	1,356	NA	NA	35.7	29.5	58.6	47.2	19.1	19.6	10.3	8.6	21.5

Source: Company, PL

\*Fortis and KIMS EV/ EBITDA is adjusted for minority stake

## Financials

### Income Statement (Rs m)

Y/e Mar	FY23	FY24	FY25E	FY26E
<b>Net Revenues</b>	<b>21,977</b>	<b>24,981</b>	<b>27,554</b>	<b>33,572</b>
YoY gr. (%)	33.1	13.7	10.3	21.8
Cost of Goods Sold	4,806	5,303	6,062	7,386
Gross Profit	17,170	19,679	21,492	26,186
Margin (%)	78.1	78.8	78.0	78.0
Employee Cost	3,464	4,224	4,646	5,111
Other Expenses	7,666	9,051	9,456	12,387
<b>EBITDA</b>	<b>6,040</b>	<b>6,404</b>	<b>7,390</b>	<b>8,689</b>
YoY gr. (%)	17.1	6.0	15.4	17.6
Margin (%)	27.5	25.6	26.8	25.9
Depreciation and Amortization	1,293	1,465	1,860	2,196
<b>EBIT</b>	<b>4,748</b>	<b>4,939</b>	<b>5,530</b>	<b>6,493</b>
Margin (%)	21.6	19.8	20.1	19.3
Net Interest	305	470	650	700
Other Income	259	131	150	200
<b>Profit Before Tax</b>	<b>4,701</b>	<b>4,599</b>	<b>5,030</b>	<b>5,993</b>
Margin (%)	21.4	18.4	18.3	17.9
Total Tax	1,191	1,236	1,258	1,498
Effective tax rate (%)	25.3	26.9	25.0	25.0
<b>Profit after tax</b>	<b>3,510</b>	<b>3,363</b>	<b>3,773</b>	<b>4,495</b>
Minority interest	295	259	377	449
Share Profit from Associate	-	(3)	-	-
<b>Adjusted PAT</b>	<b>3,215</b>	<b>3,101</b>	<b>3,395</b>	<b>4,045</b>
YoY gr. (%)	(3.4)	(3.5)	9.5	19.1
Margin (%)	14.6	12.4	12.3	12.0
Extra Ord. Income / (Exp)	-	-	-	-
<b>Reported PAT</b>	<b>3,215</b>	<b>3,101</b>	<b>3,395</b>	<b>4,045</b>
YoY gr. (%)	(3.4)	(3.5)	9.5	19.1
Margin (%)	14.6	12.4	12.3	12.0
Other Comprehensive Income	-	-	-	-
Total Comprehensive Income	3,215	3,101	3,395	4,045
<b>Equity Shares O/s (m)</b>	<b>80</b>	<b>80</b>	<b>80</b>	<b>80</b>
<b>EPS (Rs)</b>	<b>40.2</b>	<b>38.8</b>	<b>42.4</b>	<b>50.5</b>

Source: Company Data, PL Research

### Balance Sheet Abstract (Rs m)

Y/e Mar	FY23	FY24	FY25E	FY26E
<b>Non-Current Assets</b>				
<b>Gross Block</b>	<b>17,463</b>	<b>23,998</b>	<b>29,998</b>	<b>35,998</b>
Tangibles	17,463	23,998	29,998	35,998
Intangibles	-	-	-	-
<b>Acc: Dep / Amortization</b>	<b>4,586</b>	<b>6,051</b>	<b>7,911</b>	<b>10,107</b>
Tangibles	4,586	6,051	7,911	10,107
Intangibles	-	-	-	-
<b>Net fixed assets</b>	<b>12,878</b>	<b>17,947</b>	<b>22,087</b>	<b>25,891</b>
Tangibles	12,878	17,947	22,087	25,891
Intangibles	-	-	-	-
Capital Work In Progress	6,475	9,313	9,313	9,313
Goodwill	3,080	3,080	3,080	3,080
Non-Current Investments	679	1,574	1,574	1,574
Net Deferred tax assets	(90)	(144)	(144)	(144)
Other Non-Current Assets	-	-	-	-
<b>Current Assets</b>				
Investments	-	-	-	-
Inventories	429	494	604	736
Trade receivables	2,527	2,944	3,171	3,863
Cash & Bank Balance	664	490	241	572
Other Current Assets	1,917	1,740	1,914	2,105
<b>Total Assets</b>	<b>29,413</b>	<b>38,520</b>	<b>42,921</b>	<b>48,072</b>
<b>Equity</b>				
Equity Share Capital	800	800	800	800
Other Equity	15,895	17,483	20,600	24,181
<b>Total Network</b>	<b>16,695</b>	<b>18,284</b>	<b>21,400</b>	<b>24,981</b>
<b>Non-Current Liabilities</b>				
Long Term borrowings	4,974	9,276	9,776	10,276
Provisions	-	-	-	-
Other non current liabilities	-	-	-	-
<b>Current Liabilities</b>				
ST Debt / Current of LT Debt	358	1,186	1,186	1,186
Trade payables	1,743	1,972	2,265	2,759
Other current liabilities	1,017	1,600	1,714	1,840
<b>Total Equity &amp; Liabilities</b>	<b>29,413</b>	<b>38,520</b>	<b>42,921</b>	<b>48,072</b>

Source: Company Data, PL Research



## Cash Flow (Rs m)

Y/e Mar	FY23	FY24	FY25E	FY26E
PBT	4,701	4,599	5,030	5,993
Add. Depreciation	1,293	1,465	1,860	2,196
Add. Interest	305	470	650	700
Less Financial Other Income	259	131	150	200
Add. Other	(81)	(174)	-	-
Op. profit before WC changes	6,218	6,361	7,540	8,889
Net Changes-WC	(943)	251	(103)	(396)
Direct tax	(954)	(1,402)	(1,258)	(1,498)
<b>Net cash from Op. activities</b>	<b>4,321</b>	<b>5,211</b>	<b>6,180</b>	<b>6,995</b>
Capital expenditures	(7,883)	(9,011)	(6,000)	(6,000)
Interest / Dividend Income	-	-	-	-
Others	-	-	-	-
<b>Net Cash from Invt. activities</b>	<b>(7,883)</b>	<b>(9,011)</b>	<b>(6,000)</b>	<b>(6,000)</b>
Issue of share cap. / premium	-	-	-	-
Debt changes	1,483	5,130	500	500
Dividend paid	-	-	(278)	(464)
Interest paid	(305)	(470)	(650)	(700)
Others	2,744	(1,007)	-	-
<b>Net cash from Fin. activities</b>	<b>3,922</b>	<b>3,653</b>	<b>(428)</b>	<b>(664)</b>
<b>Net change in cash</b>	<b>360</b>	<b>(147)</b>	<b>(249)</b>	<b>331</b>
Free Cash Flow	(3,562)	(3,800)	180	995

Source: Company Data, PL Research

## Key Financial Metrics

Y/e Mar	FY23	FY24	FY25E	FY26E
<b>Per Share(Rs)</b>				
EPS	40.2	38.8	42.4	50.5
CEPS	56.3	57.1	65.7	78.0
BVPS	208.6	228.5	267.4	312.2
FCF	(44.5)	(47.5)	2.2	12.4
DPS	-	-	3.5	5.8
<b>Return Ratio(%)</b>				
RoCE	25.3	19.5	18.1	18.9
ROIC	16.5	13.0	13.0	13.7
RoE	21.0	17.7	17.1	17.4
<b>Balance Sheet</b>				
Net Debt : Equity (x)	0.3	0.5	0.5	0.4
Net Working Capital (Days)	20	21	20	20
<b>Valuation(x)</b>				
PER	50.5	52.3	47.8	40.1
P/B	9.7	8.9	7.6	6.5
P/CEPS	36.0	35.5	30.9	26.0
EV/EBITDA	27.6	26.9	23.4	19.9
EV/Sales	7.6	6.9	6.3	5.2
Dividend Yield (%)	-	-	0.2	0.3

Source: Company Data, PL Research

## Quarterly Financials (Rs m)

Y/e Mar	Q1FY24	Q2FY24	Q3FY24	Q4FY24
<b>Net Revenue</b>	<b>6,060</b>	<b>6,525</b>	<b>6,058</b>	<b>6,338</b>
YoY gr. (%)	22.3	15.7	7.8	10.0
Raw Material Expenses	1,300	1,404	1,256	1,343
Gross Profit	4,760	5,121	4,803	4,995
Margin (%)	78.5	78.5	79.3	78.8
<b>EBITDA</b>	<b>1,571</b>	<b>1,773</b>	<b>1,471</b>	<b>1,590</b>
YoY gr. (%)	14.5	16.3	(2.7)	(2.6)
Margin (%)	25.9	27.2	24.3	25.1
Depreciation / Depletion	323	326	354	463
<b>EBIT</b>	<b>1,248</b>	<b>1,447</b>	<b>1,117</b>	<b>1,127</b>
Margin (%)	20.6	22.2	18.4	17.8
Net Interest	93	89	124	164
Other Income	31	29	33	38
<b>Profit before Tax</b>	<b>1,186</b>	<b>1,386</b>	<b>1,026</b>	<b>1,001</b>
Margin (%)	19.6	21.2	16.9	15.8
Total Tax	319	373	259	285
Effective tax rate (%)	26.9	26.9	25.2	28.5
<b>Profit after Tax</b>	<b>867</b>	<b>1,013</b>	<b>767</b>	<b>716</b>
Minority interest	59	93	48	61
Share Profit from Associates	-	-	-	-
<b>Adjusted PAT</b>	<b>808</b>	<b>920</b>	<b>718</b>	<b>655</b>
YoY gr. (%)	15.5	11.8	(5.4)	(29.8)
Margin (%)	13.3	14.1	11.9	10.3
Extra Ord. Income / (Exp)	-	-	-	-
<b>Reported PAT</b>	<b>808</b>	<b>920</b>	<b>718</b>	<b>655</b>
YoY gr. (%)	15.5	11.8	(5.4)	(29.8)
Margin (%)	13.3	14.1	11.9	10.3
Other Comprehensive Income	-	-	-	-
<b>Total Comprehensive Income</b>	<b>808</b>	<b>920</b>	<b>718</b>	<b>655</b>
Avg. Shares O/s (m)	80	80	80	80
<b>EPS (Rs)</b>	<b>10.1</b>	<b>11.5</b>	<b>9.0</b>	<b>8.2</b>

Source: Company Data, PL Research



**Price Chart**
**Recommendation History**


No.	Date	Rating	TP (Rs.)	Share Price (Rs.)
1	18-May-24	BUY	2,100	1,950
2	08-Apr-24	BUY	2,200	2,038
3	05-Feb-24	BUY	2,200	2,078
4	08-Jan-24	BUY	2,000	2,000
5	08-Nov-23	BUY	2,000	1,870
6	07-Oct-23	BUY	2,000	1,918
7	09-Aug-23	BUY	2,000	1,831
8	06-Jul-23	BUY	1,660	1,782

**Analyst Coverage Universe**

Sr. No.	Company Name	Rating	TP (Rs)	Share Price (Rs)
1	Apollo Hospitals Enterprise	BUY	7,050	5,839
2	Aster DM Healthcare	BUY	400	365
3	Aurobindo Pharma	Accumulate	1,300	1,196
4	Cipla	Accumulate	1,405	1,340
5	Divi's Laboratories	Accumulate	4,350	4,122
6	Dr. Reddy's Laboratories	Reduce	5,700	6,258
7	Eris Lifesciences	BUY	1,100	908
8	Fortis Healthcare	BUY	515	462
9	Glenmark Pharmaceuticals	Reduce	570	1,017
10	HealthCare Global Enterprises	BUY	420	358
11	Indoco Remedies	Accumulate	335	320
12	Ipca Laboratories	Reduce	1,150	1,250
13	J.B. Chemicals & Pharmaceuticals	BUY	1,920	1,774
14	Jupiter Life Line Hospitals	BUY	1,360	1,275
15	Krishna Institute of Medical Sciences	BUY	2,100	1,950
16	Lupin	Hold	1,675	1,611
17	Max Healthcare Institute	BUY	925	803
18	Narayana Hrudayalaya	BUY	1,335	1,237
19	Sun Pharmaceutical Industries	BUY	1,710	1,539
20	Suntech Realty	BUY	600	471
21	Torrent Pharmaceuticals	BUY	2,900	2,613
22	Zydus Lifesciences	Accumulate	1,130	1,104

**PL's Recommendation Nomenclature (Absolute Performance)**

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

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