

07 November 2025

India | Equity Research | Results Update

Zydu Lifesciences

Pharma

Limited visibility in US beyond current exclusivities

Zydu Lifesciences' (Zydu) recent acquisitions in consumer wellness and medtech divisions helped it in driving a beat in Q2FY26 revenue though subdued margins of these businesses and lower revenue of gRevlimid dragged EBITDA margin (down 28bps YoY and 426bps QoQ). Exclusivity in gRevlimid is nearing its end, and a favourable outcome in litigation of Mirabegron in Feb'26 could be crucial. India biz continues to grow in line with market and it is likely to maintain the trend. Integration of medtech and consumer biz may take a toll on margins in near term, though management has retained its EBITDA margin guidance of ~26% for FY26. Raise FY26/27E earnings by ~2-3% to factor higher sales from recent acquisitions. Retain **HOLD** with lower TP of INR 900, based on 22x FY27E earnings.

Beat driven by recent acquisitions, though margins contract

Zydu's Q2FY26 revenue was up 16.9% YoY (-6.9% QoQ) to INR 61.2bn (I-Sec: INR 55.4bn) driven by US and international formulations. Gross margin expanded ~108bps YoY (10bps QoQ) to 73%. R&D cost was flat (-0.7% QoQ) at INR 4.8bn and stood at 7.9% of sales vs. 7.4% in Q1FY26 and 9.2% in Q2FY25. EBITDA increased 15.7%YoY to INR 16.4bn (I-Sec: INR 15.7bn). EBITDA margin contracted 28bps YoY (-426bps QoQ) to 26.8%. Adjusted PAT at INR 10.1bn (I-Sec: INR 9.7bn), increased 14.6% YoY (-29.4% QoQ).

Lower sales of Revlimid to weigh on US growth

Domestic formulation business grew 9.3% YoY (4.8% QoQ) to INR 15.9bn driven by an outperformance in key therapies. We expect the segment to grow at a CAGR of 13.3% over FY25-28E. Consumer business revenue grew 30.7% YoY (-25.4% QoQ) at INR 6.4bn. In Q2, it launched Vaxiflu (trivalent influenza vaccine). US business grew 8.7% YoY (-15.9% QoQ) at USD 313mn (I-Sec USD 302mn). Sales for gRevlimid were lower sequentially while market share of Mirabegron increased steadily. Contribution from Revlimid is likely to be minimal in H2FY26. It aims to launch Copaxone in the near term. In Q2FY26, it launched seven new products in the US and is on track to launch 25 products in FY26. We believe US sales are likely to be muted over FY25-28E. Emerging markets and Europe grew 39.4% (+3.4% QoQ) YoY to INR 7.5bn led by strong demand-driven performance across regions. API business grew 23.3% YoY (-6.5% QoQ) to INR 1.5bn.

Financial Summary

Y/E March (INR mn)	FY25A	FY26E	FY27E	FY28E
Net Revenue	2,32,415	2,62,153	2,83,266	3,01,416
EBITDA	69,901	69,871	67,126	72,837
EBITDA Margin (%)	30.1	26.7	23.7	24.2
Net Profit	45,122	44,581	41,699	45,193
EPS (INR)	44.9	44.3	41.5	44.9
EPS % Chg YoY	17.3	(1.2)	(6.5)	8.4
P/E (x)	20.8	19.6	22.6	20.9
EV/EBITDA (x)	13.2	12.8	12.9	11.5
RoCE (%)	18.9	15.2	12.7	12.4
RoE (%)	20.6	17.1	14.0	13.5

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Market Data

Market Cap (INR)	943bn
Market Cap (USD)	10,636mn
Bloomberg Code	ZYDUSLIF IN
Reuters Code	ZYDU BO
52-week Range (INR)	1,059 /795
Free Float (%)	25.0
ADTV-3M (mn) (USD)	10.8

Price Performance (%)	3m	6m	12m
Absolute	0.4	6.4	(5.9)
Relative to Sensex	(3.0)	3.1	(9.5)

ESG Score	2023	2024	Change
ESG score	70.3	67.8	(2.5)
Environment	64.9	63.3	(1.6)
Social	58.2	57.4	(0.8)
Governance	80.4	80.3	(0.1)

Note - Score ranges from 0 - 100 with a higher score indicating higher ESG disclosures.

Source: SES ESG, I-sec research

Earnings Revisions (%)	FY26E	FY27E
Revenue	1.6	1.0
EBITDA	2.4	1.9
EPS	2.8	1.6

Previous Reports

13-08-2025: [Q1FY26 results review](#)

21-05-2025: [Q4FY25 results review](#)

Valuation and risks

Zydus' US sales in Q2FY26 were driven by supplies of Mirabegron while sales of Asacol are declining due to competitive pressure and Sitagliptin sales have matured. US sales run-rate and profitability of the company are expected to decline sharply as sales of gRevlimid may not be recorded for the next couple of quarters and supplies of Mirabegron beyond Q4FY26 would depend on the litigation outcome scheduled in Feb'26. Management expects high single-digit growth in US in FY26 supported by 505 (b)(2) products and other new launches while further sizeable exclusive launches for US are lined up in FY27. Robust growth, along with increasing share in the chronic segment, drove traction in India branded business while consumer business was impacted due to seasonality. Further, for India and emerging markets, it has developed a novel dosage of semaglutide, which would provide an ease of administration to patients. Zydus shall file this GLP-1 drug in the near term in markets such as Brazil and Canada.

The company plans to file NDA application for Saroglitazar Magnesium (PBC) in May'26 and launch in FY27 while CUTX-101 is expected to be commercialised by H1CY26. R&D costs are expected to remain at current levels of ~8% of sales due to the ongoing trials of NCE products. Acquisitions of Amplitude Surgical and Comfort Click strengthen its presence in medtech and wellness segments with synergies expected from FY27. The company is expanding Amplitude's reach to new geographies. Management remains confident of meeting its FY26 EBITDA margin guidance of above 26%. Besides, the company may pursue M&A opportunities in US specialty and India branded generics spaces to further improve scale and fill in the gap created by exclusive products.

We raise FY26/27E earnings by ~2-3% to factor higher sales from recent acquisitions. At CMP, the stock trades at valuations of 22.6x FY27E and 20.9x FY28E earnings, and EV/EBITDA of 12.9x FY27E and 11.5x FY28E. Maintain **HOLD** with a revised target price of INR 900 (earlier INR 910), based on 22x FY27E EPS (unchanged).

Upside risks: Better-than-expected sales in non-exclusive products and slower price erosion in the US.

Downside risks: More products under price control in India, competition in the US and regulatory hurdles.

Q2FY26 conference call highlights

India branded formulations

- Branded biz in India grew at a faster pace of 9% YoY, surpassing the overall growth of 8% in India formulations.
- The company outperformed market growth in key therapies of cardiology, gynaecology and oncology.
- Launched Vaxiflu, India's first trivalent influenza vaccine in Q2FY26.
- Flu and rabies are key products in vaccine portfolio. The company will also participate in TCB and MR tender projects. Currently, vaccine portfolio is present only in India and export opportunities will rise in FY28-29 when it starts bidding for UNICEF tenders. Vaccine portfolio is expected to be a decent contributor to revenue in next two years.
- The company shall launch generic semaglutide in the first wave of launch in India.
- **Consumer wellness**
- Acquisition of Comfort Click strengthened Zydus' presence in VMS segment in the US and EU.
- Comfort's portfolio comprises three assets: WeightWorld, Maxmedix and Animigo. Two assets are yet to scale up and Zydus is working on market expansion and improving reach.
- Earlier leadership team of Comfort will stay with the company for the next five years.
- EBITDA margin of Comfort is lower than company-level margin of Zydus.

US

- Growth was led by better volumes and new product launches. It continues to experience single digit price erosion in the US.
- It filed six ANDAs and received approval for four ANDAs (incl. one tentative approval).
- It launched seven new products in Q2. It is on track to launch 25 products in FY26.
- In Oct'25, it launched Beizray (albumin solubilised docetaxel injection), further strengthening its 505(b)(2) presence. In injectable space, they have niche partnered products in the US. Scale up is expected in next two years, including 505(b)(2) and generic injectables.
- Revlimid sales have declined sequentially and are likely to fade away in H2FY26.
- Market share in Mirabegron is witnessing a steady increase.
- It may launch gCopaxone in the near term.
- Sitagliptin 505 b(2) opportunity has peaked out while the business from the US government will continue for next 1-2 years.
- Targeting 25 launches in FY26 (already launched 10 in H1FY26).
- It plans to file 1-2 transdermal products with the USFDA in the near term.
- It has a decent portfolio of partnered injectable products and has launched first product through 505(b) route.

- Management expects a meaningful uptick in its injectable biz in next three years.

NCE & biosimilars

- Reported positive topline results from the pivotal EPICSTM-III Phase 2(b)/3 clinical trial of Saroglitazar Magnesium in patients with PBC for the US market. On track to file NDA with the USFDA in Q4FY26.
- Saroglitazar can be launched in 6-9 months post filing (May'26) if the application is fast tracked by the USFDA. The company is likely to have a field force of 60-80 MRs for this product.
- Saroglitazar will be the third drug to be prescribed for PBC indication in the US. The company will decide on marketing partnership in this product post filing and believes it will have a level-playing field with existing players in this market.
- CUTX 101 is likely to be launched by H1CY26.

Guidance

- Adding more specialty assets through M&A in paediatric, gastro-intestinal, CNS and cardiology segments is a key priority for the company.
- Net debt likely to be ~1x and may stretch it to 2x for acquisition.
- Management is confident of meeting the previously set guidance for FY26.
- On track to achieve over 26% EBITDA margin in FY26.
- R&D expense is likely to be in the current range ~8%. R&D spending may not see any meaningful reduction ahead as it is conducting clinical studies for Saroglitazar, Usnoflyxt and CUTX-101.

Medtech

- Acquired the remaining 14.4% stake in Amplitude Surgical. Earlier leadership team continues to work with Zydus. Long term incentive plan is in place.
- Aims to take Amplitude portfolio to more geographies along with strengthening presence in key markets. It plans to launch Amplitude products in new markets like Australia, Brazil and India.
- Near-term priority for management is to ensure a double-digit growth in Amplitude portfolio and on realisation of cost synergies.
- On cardio stent side, it is conducting a clinical trial in Europe for intervention cardiology in partnership with Braile Biomedica of Brazil to commercialise Braile's TAVI (Transcatheter Aortic Valve Implantation) technology. It is planning to launch it in India as well.
- Nephrology facility is likely to be commissioned in FY27. Zydus will be the first player in India to manufacture a dialyser membrane.

Financials

- Organic growth in Q2FY26 stood in double digits.
- Other expenses were higher in Q2 due to the recent acquisition of Amplitude (2 months) and CCL (1 month), project-specific activities. Run-rate will be INR 15-15.5bn ahead.
- Intangible assets under development mainly include licensing products.

Exhibit 1: Quarterly review

Y/E Mar (INR mn)	Q2FY26	Q2FY25	YoY (%)	Q1FY26	QoQ (%)	H1FY26	H1FY25	YoY (%)
Net Sales	61,232	52,370	16.9	65,737	(6.9)	1,26,969	1,14,445	10.9
Gross Profit	44,692	37,656	18.7	47,913	(6.7)	92,605	83,851	10.4
Gross Margins (%)	73.0	71.9	108bps	72.9	10bps	72.9	73.3	(33bps)
R&D	4,820	4,800	0.4	4,856	(0.7)	9,676	8,725	10.9
R&D (%)	7.9	9.2	(129bps)	7.4	48bps	7.6	7.6	0bps
EBITDA	16,382	14,160	15.7	20,385	(19.6)	37,141	35,233	5.4
EBITDA Margins (%)	26.8	27.0	(28bps)	31.0	(426bps)	29.3	30.8	(153bps)
Other Income	1,090	682	59.8	1,549	(29.6)	2,639	1,314	100.8
Interest	1,013	251	303.6	847	19.6	1,860	573	224.6
Depreciation	3,019	2,336	29.2	2,381	26.8	5,400	4,489	20.3
Extraordinary items	(3,776)	(454)	-	(500)	-	(4,276)	(221)	-
PBT	16,874	12,709	32.8	19,206	(12.1)	36,454	31,706	15.0
Tax	4,540	3,731	21.7	4,340	4.6	8,880	8,092	9.7
Tax Rate (%)	26.9	29.4	(245bps)	22.6	431bps	24.4	25.5	(116bps)
PAT	12,586	9,112	38.1	14,668	(14.2)	27,628	23,311	18.5
Adj. PAT	10,076	8,791	14.6	14,281	(29.4)	24,357	23,170	5.1
NPM (%)	16.5	16.8	(33bps)	21.7	(527bps)	19.2	20.2	(106bps)

Source: Company data, I-Sec research

Exhibit 2: Business mix

INR mn	Q4FY23	Q1FY24	Q2FY24	Q3FY24	Q4FY24	Q1FY25	Q2FY25	Q3FY25	Q4FY25	Q1FY26	Q2FY26	% YoY	% QoQ
India Formulations	12,896	12,270	13,341	14,273	13,912	14,073	14,569	15,145	15,394	15,195	15,931	9.3	4.8
India Consumer	7,075	6,936	4,352	3,974	7,755	8,366	4,875	4,488	9,081	8,549	6,374	30.7	(25.4)
Exports	27,303	29,933	23,491	23,759	30,667	36,611	30,498	30,062	37,137	39,351	35,070	15.0	(10.9)
US	22,525	24,541	18,648	18,427	25,235	30,929	24,168	24,096	31,307	31,817	27,437	13.5	(13.8)
Europe & EM's	4,393	4,893	4,504	4,937	4,960	5,309	5,389	5,702	5,547	7,265	7,513	39.4	3.4
Alliances & JV	385	499	339	395	472	373	941	264	283	269	120	(87.2)	(55.4)
API	1,251	1,389	1,402	1,431	1,436	1,415	1,194	1,703	1,290	1,575	1,472	23.3	(6.5)
Total	48,525	50,528	42,586	43,437	53,770	60,465	51,136	51,398	62,902	64,670	60,379	18.1	(6.6)
US sales (USD mn)	275	298	225	221	304	371	288	285	363	372	313	8.7	(15.9)

Source: Company data, I-Sec research

Exhibit 3: Key growth drivers of domestic business in Q2FY26

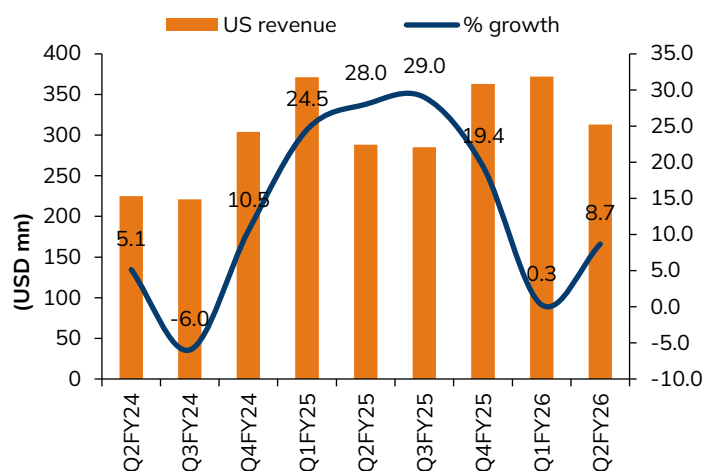
Brands (INR mn)	Q2FY26	Q2FY25	YoY (%)	Q1FY25	QoQ (%)	MAT Sep'25	MAT Sep'24	YoY (%)
Lipaglyn	797	632	26.2	686	16.2	2,821	1,827	54.4
Deriphyllin	506	472	7.3	606	-16.4	2,174	2,119	2.6
Atorva	550	455	20.9	506	8.6	2,059	1,681	22.5
Vivitra	512	288	77.9	346	47.9	1,495	1,101	35.8
Monotax	413	390	5.9	318	29.9	1,406	1,246	12.8
Thrombophob	511	419	21.9	356	43.7	1,377	0	#DIV/0!
Amicin	354	397	-10.7	296	19.8	1,269	1,398	-9.3
Formonide	302	296	2.0	327	-7.8	1,245	1,185	5.0
Skinlite	232	247	-6.0	276	-16.2	1,024	1,103	-7.2
Dexona	253	279	-9.4	245	3.1	995	1,045	-4.7

Source: IQVIA

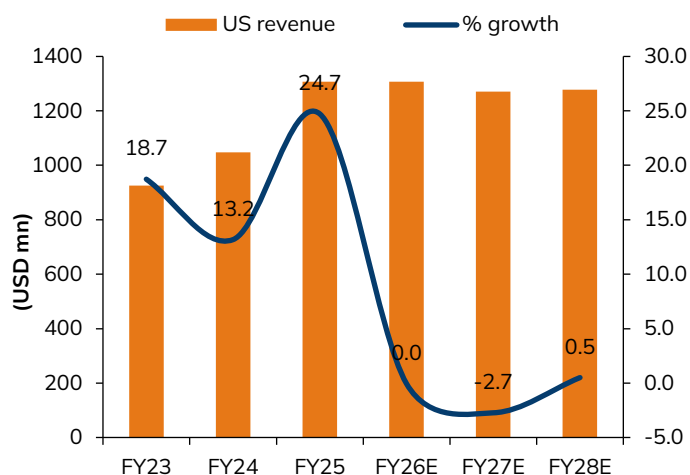
Exhibit 4: Growth profile of key therapies in India

Therapies (INR mn)	Q2FY26	Q2FY25	YoY (%)	Q1FY25	QoQ (%)	MAT Sep'25	MAT Sep'24	YoY (%)
Cardiac	2,877	2,535	13.5	2,814	2.3	10,735	8,908	20.5
Respiratory	2,417	2,179	10.9	2,253	7.3	9,696	8,899	9.0
Anti-Infectives	2,404	2,456	-2.1	2,136	12.6	8,927	8,294	7.6
Gastro Intestinal	1,756	1,749	0.4	1,753	0.2	6,576	6,405	2.7
Antineoplast / Immunomodulator	1,755	1,282	36.9	1,539	14.0	5,911	4,760	24.2
Pain / Analgesics	1,395	1,347	3.5	1,371	1.8	5,342	4,978	7.3
Gynaec.	1,186	1,102	7.7	1,190	-0.3	4,563	4,485	1.7
Derma	1,013	1,009	0.4	1,020	-0.7	4,022	4,077	-1.3
Vitamins/Minerals/Nutrients	588	579	1.7	633	-7.0	2,329	2,354	-1.1
Hormones	549	577	-4.9	512	7.2	2,164	2,135	1.3

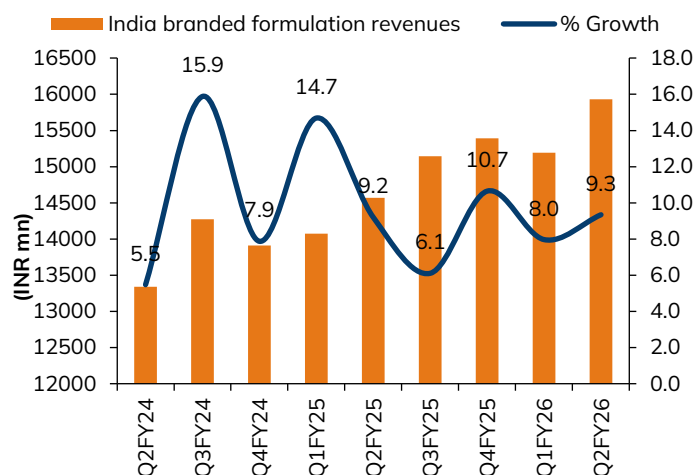
Source: IQVIA

Exhibit 5: New product launches and better volumes aided growth


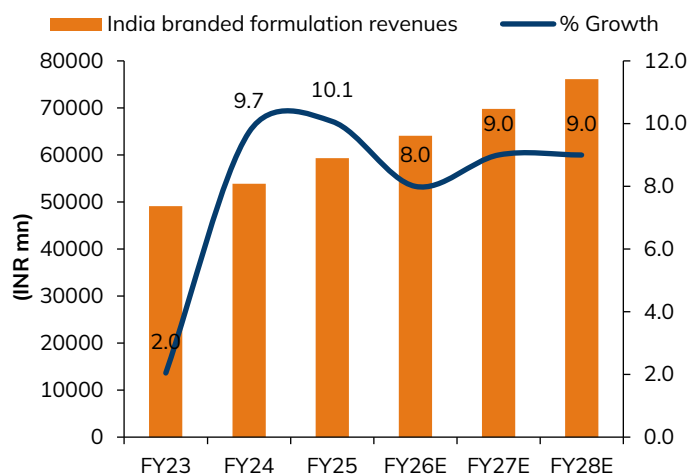
Source: I-Sec research, Company data

Exhibit 6: US sales run-rate likely to be muted due to lack of meaningful launches


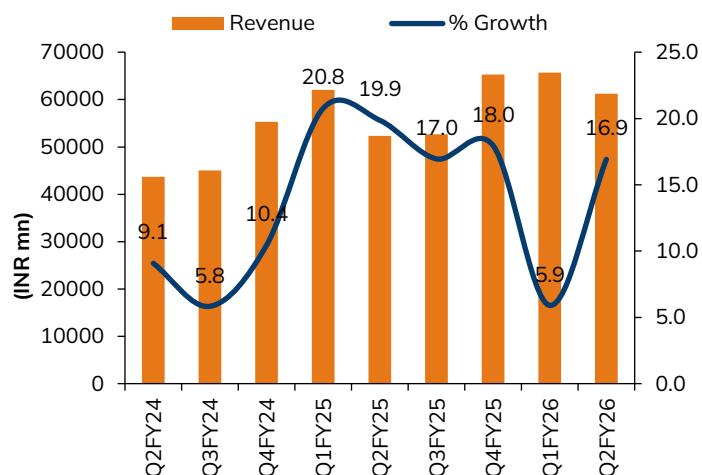
Source: I-Sec research, Company data

Exhibit 7: Domestic revenue grew 9.3% YoY driven by growth across key therapies


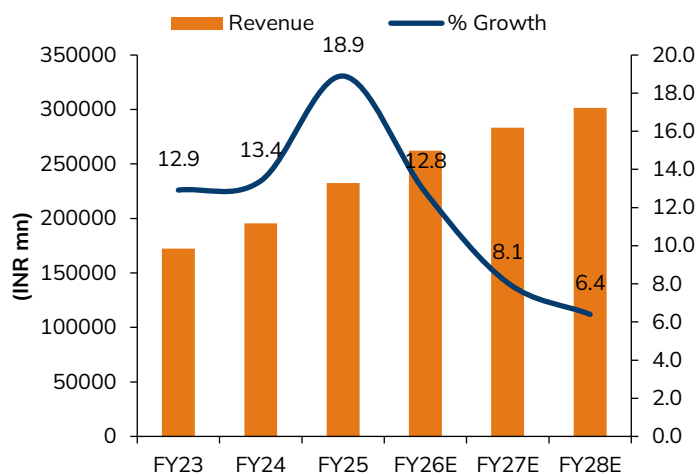
Source: I-Sec research, Company data

Exhibit 8: Traction in acute portfolio to drive ~13% CAGR in India revenue over FY25–28E


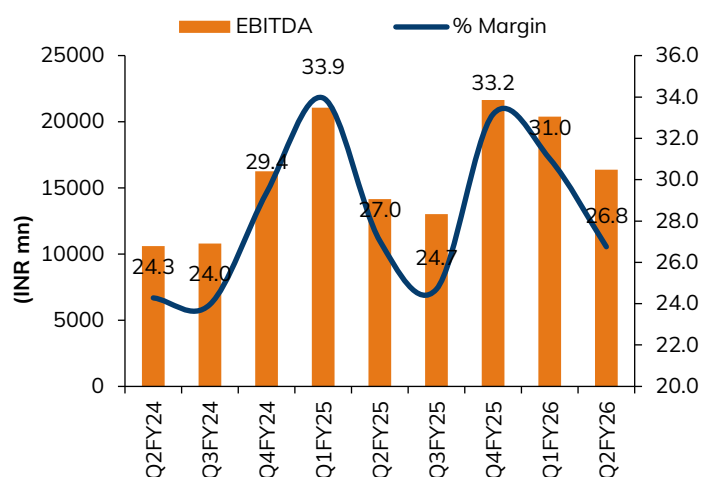
Source: I-Sec research, Company data

Exhibit 9: Growth driven by US and international formulations business


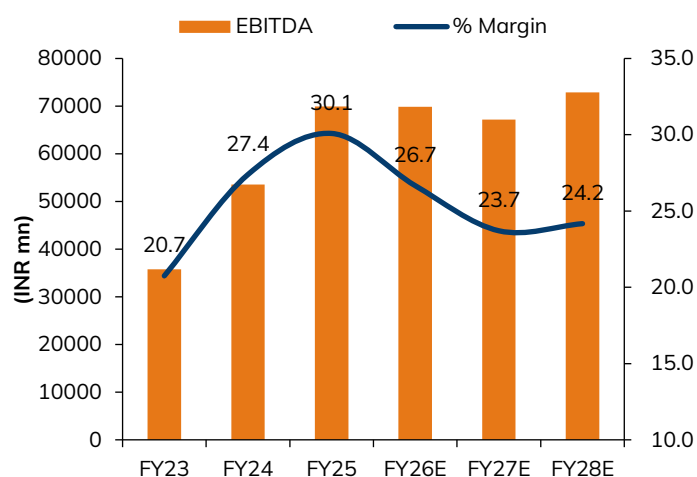
Source: I-Sec research, Company data

Exhibit 10: Revenue CAGR likely at ~9% over FY25–28E


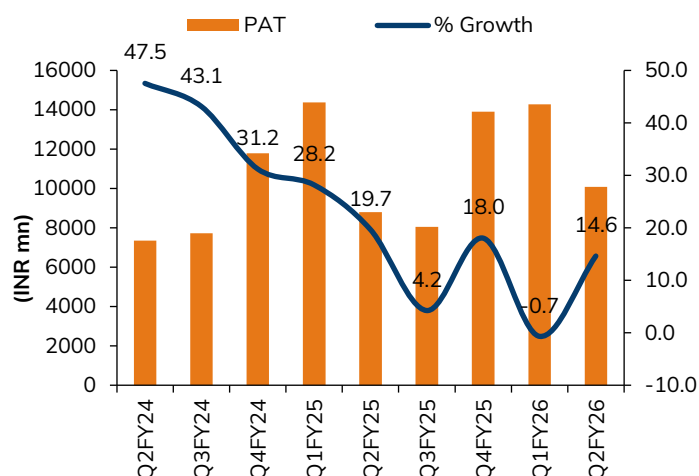
Source: I-Sec research, Company data

Exhibit 11: Margins contracted ~30bps YoY

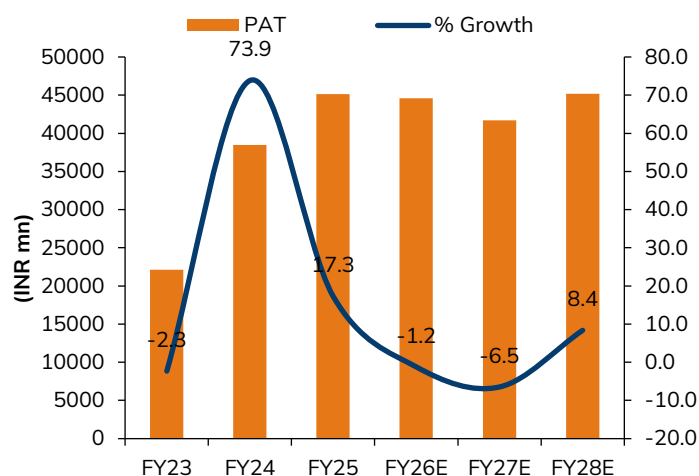
Source: I-Sec research, Company data

Exhibit 12: EBITDA margins peaked in FY25 led by exclusivities

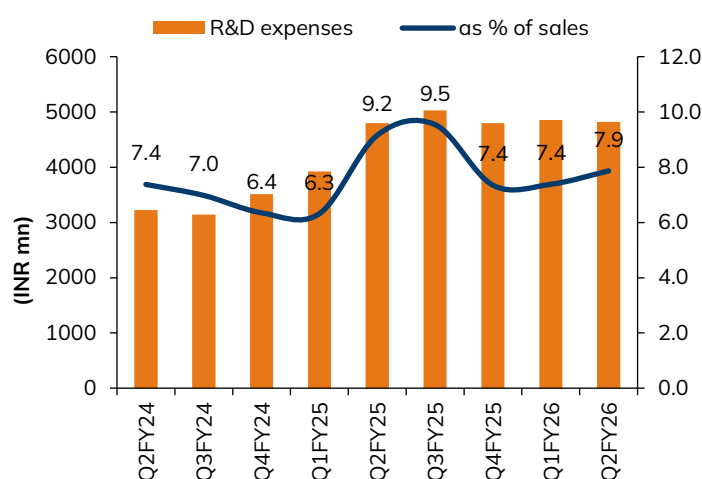
Source: I-Sec research, Company data

Exhibit 13: PAT grew 14.6% YoY

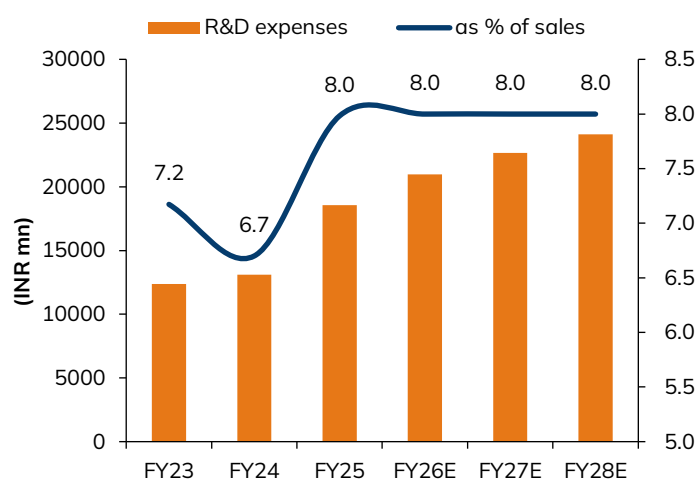
Source: I-Sec research, Company data

Exhibit 14: Net profit to moderate in FY26E

Source: I-Sec research, Company data

Exhibit 15: R&D cost was flat YoY in Q2FY26

Source: I-Sec research, Company data

Exhibit 16: R&D spending to remain at 8% of sales over next few years

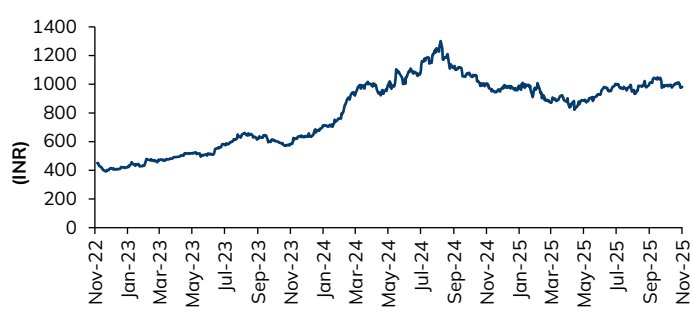
Source: I-Sec research, Company data

Exhibit 17: Shareholding pattern

%	Mar'25	Jun'25	Sep'25
Promoters	75.0	75.0	75.0
Institutional investors	18.1	18.0	18.0
MFs and others	6.4	5.6	4.7
FIs/Banks	0.1	0.0	0.1
Insurance	4.4	5.3	5.9
FIIIs	7.3	7.1	7.3
Others	6.9	7.0	7.0

Source: Bloomberg

Exhibit 18: Price chart



Source: Bloomberg

Financial Summary

Exhibit 19: Profit & Loss

(INR mn, year ending March)

	FY25A	FY26E	FY27E	FY28E
Net Sales	2,32,415	2,62,153	2,83,266	3,01,416
Operating Expenses	1,62,514	1,92,282	2,16,140	2,28,579
EBITDA	69,901	69,871	67,126	72,837
EBITDA Margin (%)	30.1	26.7	23.7	24.2
Depreciation & Amortization	9,158	11,532	12,813	14,094
EBIT	60,743	58,339	54,313	58,743
Interest expenditure	1,659	3,785	3,785	3,785
Other Non-operating Income	2,695	3,995	4,195	4,415
Recurring PBT	61,779	58,549	54,723	59,373
Profit / (Loss) from Associates	578	578	578	578
Less: Taxes	14,119	15,792	13,681	14,843
PAT	46,148	47,375	41,042	44,530
Less: Minority Interest	1,471	(91)	(79)	(86)
Extraordinaries (Net)	-	-	-	-
Net Income (Reported)	45,255	48,044	41,699	45,193
Net Income (Adjusted)	45,122	44,581	41,699	45,193

Source Company data, I-Sec research

Exhibit 20: Balance sheet

(INR mn, year ending March)

	FY25A	FY26E	FY27E	FY28E
Total Current Assets	1,21,950	1,67,374	2,04,813	2,43,408
of which cash & cash eqv.	29,568	54,739	83,106	1,13,903
Total Current Liabilities & Provisions	58,605	67,929	74,542	77,608
Net Current Assets	63,345	99,446	1,30,271	1,65,800
Investments	52,647	52,647	52,647	52,647
Net Fixed Assets	60,420	76,183	81,295	85,414
ROU Assets	-	-	-	-
Capital Work-in-Progress	26,919	26,919	26,919	26,919
Total Intangible Assets	70,917	60,722	59,898	58,785
Other assets	15,317	15,655	15,895	16,101
Deferred Tax Assets	23,438	23,438	23,438	23,438
Total Assets	3,13,412	3,55,471	3,90,861	4,29,634
Liabilities				
Borrowings	32,132	32,132	32,132	32,132
Deferred Tax Liability	5,126	5,126	5,126	5,126
provisions	3,839	3,839	3,839	3,839
other Liabilities	8,731	9,848	10,641	11,323
Equity Share Capital	1,006	1,006	1,006	1,006
Reserves & Surplus	2,38,525	2,79,467	3,14,064	3,52,155
Total Net Worth	2,39,531	2,80,473	3,15,070	3,53,161
Minority Interest	24,053	24,053	24,053	24,053
Total Liabilities	3,13,412	3,55,471	3,90,861	4,29,634

Source Company data, I-Sec research

Exhibit 21: Cashflow statement

(INR mn, year ending March)

	FY25A	FY26E	FY27E	FY28E
Operating Cashflow	68,301	48,494	51,503	53,706
Working Capital Changes	(20,405)	10,203	1,942	4,288
Capital Commitments	19,496	17,100	17,100	17,100
Free Cashflow	48,805	31,394	34,403	36,606
Other investing cashflow	51,873	-	-	-
Cashflow from Investing Activities	(71,369)	(17,100)	(17,100)	(17,100)
Issue of Share Capital	-	-	-	-
Interest Cost	-	-	-	-
Inc (Dec) in Borrowings	24,090	-	-	-
Dividend paid	(4,024)	(4,024)	(4,024)	(4,024)
Others	1,519	(2,199)	(2,012)	(1,785)
Cash flow from Financing Activities	21,585	(6,223)	(6,036)	(5,809)
Chg. in Cash & Bank balance	18,517	25,171	28,367	30,797
Closing cash & balance	29,568	54,739	83,106	1,13,903

Source Company data, I-Sec research

Exhibit 22: Key ratios

(Year ending March)

	FY25A	FY26E	FY27E	FY28E
Per Share Data (INR)				
Reported EPS	45.0	47.8	41.5	44.9
Adjusted EPS (Diluted)	44.9	44.3	41.5	44.9
Cash EPS	54.0	55.8	54.2	58.9
Dividend per share (DPS)	4.0	4.0	4.0	4.0
Book Value per share (BV)	238.1	278.8	313.2	351.1
Dividend Payout (%)	8.9	8.4	9.7	8.9
Growth (%)				
Net Sales	18.9	12.8	8.1	6.4
EBITDA	30.6	0.0	(3.9)	8.5
EPS (INR)	17.3	(1.2)	(6.5)	8.4
Valuation Ratios (x)				
P/E	20.8	19.6	22.6	20.9
P/CEPS	17.4	16.8	17.3	15.9
P/BV	3.9	3.4	3.0	2.7
EV / EBITDA	13.2	12.8	12.9	11.5
P / Sales	4.1	3.7	3.4	3.2
Dividend Yield (%)	0.4	0.4	0.4	0.4
Operating Ratios				
Gross Profit Margins (%)	72.7	71.0	67.3	67.2
EBITDA Margins (%)	30.1	26.7	23.7	24.2
Effective Tax Rate (%)	23.4	25.0	25.0	25.0
Net Profit Margins (%)	19.4	17.0	14.7	15.0
NWC / Total Assets (%)	-	-	-	-
Net Debt / Equity (x)	(0.2)	(0.2)	(0.3)	(0.4)
Net Debt / EBITDA (x)	(0.7)	(1.1)	(1.5)	(1.8)
Profitability Ratios				
RoCE (%)	18.9	15.2	12.7	12.4
RoE (%)	20.6	17.1	14.0	13.5
RoC (%)	23.3	20.8	19.0	19.9
Fixed Asset Turnover (x)	3.9	3.8	3.6	3.6
Inventory Turnover Days	67	71	70	69
Receivables Days	69	73	71	71
Payables Days	39	44	46	45

Source Company data, I-Sec research

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