Hold



Pharmaceutical Q3FY21 Result Update

## 05th February 2021

### Strong API growth drives number: revise to Hold

Sequent Scientific (SSL) has posted revenue of INR 3,582mn with a 13.2% YoY increase, which was 4.7% above our estimate of INR 3,420mn. The revenue growth was driven by healthy volume along with favourable pricing environment in API business (+23.3% YoY). The formulation business grew by 8.2% (YoY) led by strong performance in LATAM, Turkey (on CC basis), Europe, and India business. Brazil & Turkey continue to grow strongly driven by market share gain in the existing portfolio and new launches. India has emerged as an important market with business more than doubled in the last nine months. Integration of Zoetis portfolio in SSL's product offering completed during Q3. Emerging Markets (excluding India) de grew by 30% YoY due to a cautious approach by the company in the emerging markets with a focus only on the secured payment business. EBITDA margin expanded by 271bps to 18.5% level, which was 111bps higher than our estimate driven by positive operating leverage. SSL reported a PAT of INR 372mn compared to our estimate of INR 302mn (23% above our estimate) led by operationally strong performance. Management maintained its revenue growth guidance of the mid -teen level. However, trimmed down margin growth guidance to 100bps (from earlier 200bps) YoY for the medium term due to remain competitive in the challenging pricing environment. The company enhanced API capacities at Mahad (completed in Q3) and Vizag (to be completed in Q4) to drive growth in FY22. Management intends to prepay all INR denominated term loans of INR1,250mn resulting in substantial interest savings going forward. We believe ESOP related cost could impact earnings to some extent. However, as it is a non-cash expense, cash flow growth would remain strong and unaffected.

	Key Financials										
YE March (INR. Mn)	FY19	FY20	FY21E	FY22E	FY23E						
Net Sales	10,393	11,792	13,406	15,563	18,957						
Growth %	23%	13%	14%	16%	22%						
EBIDTA	1,249	1,703	2,129	2,667	3,414						
Growth%	51%	36%	25%	25%	28%						
Net Profit	487	699	1,037	1,552	2,188						
Growth %	-88%	44%	48%	50%	41%						
Diluted EPS	2.0	2.8	4.2	6.3	8.8						
Growth %	-88%	44%	48%	50%	41%						
	Profitabi	lity & Valuation									
EBIDTA (%)	12.0%	14.4%	15.9%	17.1%	18.0%						
NPM (%)	4.7%	5.9%	7.7%	10.0%	11.5%						
RoE (%)	7.2%	9.6%	13.1%	16.8%	19.7%						
RoCE (%)	7.2%	11.7%	14.4%	17.3%	20.9%						
P/E (x)	118.9	82.8	55.8	37.3	26.4						
EV/EBITDA (x)	48.3	35.5	27.7	21.7	16.5						
P/BV (x)	8.2	7.8	6.8	5.8	4.7						
Net Debt / EBITDA (x)	1.6	1.2	0.3	-0.2	-0.6						
Source: Company, BP Equities Research					_						

#### **Stock Rating**

**Sector Outlook** 

BUY	HOLD	SELL
> 15%	-5% to 15%	< -5%

**Positive** 

Stock	
CMP (INR)	233
Target Price (INR)	264
BSE code	512529
NSE Symbol	SEQUENT
Bloomberg	SEQ IN
Reuters	SEQU.BO

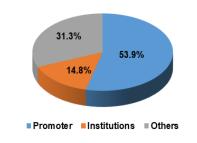
#### **Key Data**

Nifty	14,924
52WeekH/L(INR)	244 / 52
O/s Shares (Mn)	248
Market Cap (INR bn)	58
Face Value (INR)	2

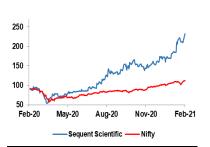
#### Average volume

3 months	13,68,660
6 months	18,76,150
1 year	18,73,110

#### **Share Holding Pattern (%)**



#### **Relative Price Chart**



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# **Result Update Q3FY21**

### Variance Analysis

YE March (INR. Mn)	Q3 FY21	Q2 FY21	Q-o-Q change %	Q3 FY20	Y-o-Y change %
Net Sales	3,582	3,463	3.4%	3,164	13.2%
Other Operating Income	0	0		0	
Total Revenue Less:	3,582	3,463	3.4%	3,164	13.2%
Raw Material Cost	1,784	1,807	(1.3%)	1,618	10.3%
Operating & Manufacturing Expenses	676	659	2.7%	619	9.3%
Employee Cost	459	433	5.8%	428	7.1%
Total Expenditure	2,919	2,899	0.7%	2,664	9.6%
EBIDTA	663	564	17.6%	500	32.6%
Less: Depreciation	116	133	(12.9%)	131	(11.3%)
EBIT	547	431	27.0%	369	48.2%
Less: Interest	62.0	73.6	(15.8%)	96.0	(35.4%)
Add: Other income	28	26	6.6%	10	186.2%
Exceptional Income / Expenses	0	90			
Profit before tax	513	293	75.0%	283	81.3%
Adjusted Profit before Tax	513	384	33.8%	283	81.3%
Less: Total Tax	116	80	46.2%	43	173.7%
Profit After Tax	397	214	85.8%	241	65.0%
Minority Interest	-25	-1		-38	
Adjusted Profit After Tax	372	303	22.9%	203	83.3%
Diluted EPS (Rs.)	1.5	1.2	22.9%	0.8	83.3%
Adjusted Diluted EPS	1.5	1.2	22.9%	0.8	83.3%
Diluted No of Share (mn)	248.4	248.4		248.4	
Margin Analysis %			Change in bps		Change in bps
Gross Margin %	50.2%	47.8%	237	48.9%	131
EBIDTA Margin %	18.5%	16.3%	222	15.8%	271
EBIT Margin %	15.3%	12.4%	283	11.7%	360
NPM %	11.1%	6.2%	491	7.6%	348
Effective Tax Rate %	22.7%	27.1%	-447	15.0%	765

Revenue came above our estimates due to strong performance by API business (up 23% YoY)

PAT came above our estimate of INR 302mn on account better operational performance

EBITDA margins improved by 271bps driven by better product mix and positive operating leverage

Source: Company, BP Equities Research

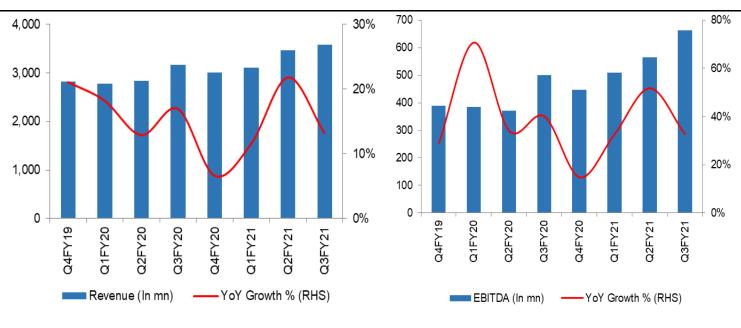
#### **Valuation and Outlook**

We believe the company is on the verge of reaping the full potential of its past investments, led by its ongoing R&D investments in first to market animal health generics and the creation of a strong injectable pipeline. We expect the API segment to have enough headroom left and can continue to grow at a CAGR of 20.6% over FY20-23, driven by an improved product/geography mix and supportive pricing dynamics. On the formulations Segment front, we expect a CAGR of 15.3% over FY20-23e, on the back of approval of new registrations across geographies. The larger growth pie in the formulations segment to be driven by the commercialization of the injectable pipeline in the US and other regulated markets which should begin FY22 onwards. In addition, Carlyle's entry as the promoter would leverage its global network that can help Sequent accelerate business growth, strengthen the operation, and product innovation skills. Considering the expected strong growth in profitability, healthy balance sheet with improving return ratios, we are optimistic about the long-term growth prospects of the company. We foresee 17.1% revenue CAGR, 356bps margin expansion, and 46.3% growth in earnings over FY20-23E. The balance of portfolio among high value/ low volume products with operating leverage kicking in to help it clock a faster growth in earnings. At the CMP (INR 233), the stock trades at 26.4x FY23e EPS and 16.5x EV/EBITDA. As SSL stock price has run-up almost 65% in the last 6 months along with the impact of ESOP related cost on earnings to limit upside revision of our price target. Hence, we downgrade our rating to Hold (from Buy earlier) with an upward revised target price of INR 264 per share (earlier INR 224), valuing the company at 30x of its FY23e earnings.



## Revenue grew by 13.2% YoY

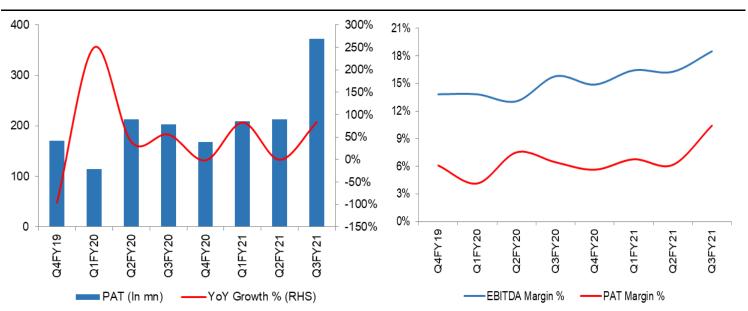
## EBITDA surged by 32.6%



Source: Company, BP Equities Research

### Better operational performance resulted in healthy PAT growth

## **EBITDA** and **PAT** margin trend



# **Segment/ Geography Wise Revenue Performance**

INR in mn	Q3FY19	Q4FY19	Q1FY20	Q2FY20	Q3FY20	Q4FY20	Q1FY21	Q2FY21	Q3FY21
Formulation	1,812	1,808	1,873	1,869	2,112	1,934	2,000	2,263	2,285
Growth QoQ %	2%	0%	4%	0%	13%	-8%	3%	13%	1%
Growth YoY %	7%	3%	7%	5%	17%	7%	7%	21%	8.2%
Europe	945	890	882	844	974	945	1,072	952	1,025
Growth QoQ %	5%	-6%	-1%	-4%	15%	-3%	13%	-11%	8%
Growth YoY %	4%	9%	-5%	-6%	3%	6%	22%	13%	5%
LATAM	245	236	241	271	287	302	334	353	424
Growth QoQ %	-2%	-4%	2%	12%	6%	5%	11%	6%	20%
Growth YoY %	20%	9%	17%	9%	17%	28%	39%	30%	48%
Emerging Markets	460	349	408	429	472	298	240	558	493
Growth QoQ %	14%	-24%	17%	5%	10%	-37%	-19%	133%	-12%
Growth YoY %	50%	11%	9%	7%	3%	-15%	-41%	30%	4%
<u>Turkey</u>	162	333	342	325	379	389	354	400	343
Growth QoQ %	-28%	106%	3%	-5%	17%	3%	-9%	13%	-14%
Growth YoY %	-40%	-17%	41%	45%	134%	17%	4%	23%	-9%
API	893	1,012	907	973	1,052	1,072	1,102	1,200	1,297
Growth QoQ %	21%	13%	-10%	7%`	8%	2%	3%	9%	8%
Growth YoY %	60%	75%	51%	31%	18%	6%	21%	23%	23.3%
Revenue Mix (%)									
Formulation	67%	64%	67%	66%	67%	64%	64%	65%	64%
Europe	52%	49%	47%	45%	46%	49%	54%	42%	45%
LATAM	14%	13%	13%	14%	14%	16%	17%	16%	19%
Emerging Markets	25%	19%	22%	23%	22%	15%	12%	25%	22%
<u>Turkey</u>	9%	18%	18%	17%	18%	20%	18%	18%	15%
API	33%	36%	33%	34%	33%	36%	36%	35%	36%



# **Result Update Q3FY21**

Profit & Loss A/c (Consolidated)							
YE March (INR in mn)	FY18	FY19	FY20	FY21E	FY22E	FY23E	
Revenue	8,478	10,393	11,792	13,406	15,563	18,957	
Growth %	24.0%	22.6%	13.5%	13.7%	16.1%	21.8%	
Total Revenue	8,478	10,393	11,792	13,406	15,563	18,957	
Less:							
Raw Material Consumed	4,625	5,430	6,051	6,810	7,510	9,102	
Employee Cost	1,138	1,459	1,651	1,893	2,399	2,802	
Other Expenses	1,885	2,254	2,388	2,574	2,988	3,639	
Total Operating Expenditure	7,649	9,144	10,089	11,277	12,896	15,543	
EBITDA	830	1,249	1,703	2,129	2,667	3,414	
Growth %	104.7%	50.6%	36.3%	25.0%	25.2%	28.0%	
Less: Depreciation	413	419	506	519	577	610	
EBIT	416	830	1,197	1,611	2,090	2,804	
Growth %	8892.9%	99.4%	44.2%	34.6%	29.7%	34.2%	
Interest Paid	331	328	357	313	148	67	
Non-operating Income	166	87	101	100	100	100	
Extraordinary Income	-15	0	0	0	0	0	
Profit Before tax	236	589	941	1,398	2,042	2,837	
Tax	135	20	120	280	408	567	
Net Profit before Minority	102	569	820	1,118	1,634	2,269	
Minority Interest	-93	-82	-121	-81	-81	-81	
Other Consolidated Items	4,206	0	0	0	0	0	
Net Profit	4,216	487	699	1,037	1,552	2,188	
Adjusted Profit	24	487	699	1,037	1,552	2,188	
Reported Diluted EPS Rs	17.0	2.0	2.8	4.2	6.3	8.8	
Growth %	3149.5%	-88.5%	43.7%	48.4%	49.7%	40.9%	
Adjusted Diluted EPS Rs	0.1	2.0	2.8	4.2	6.3	8.8	
Growth %	117.6%	1904.1%	43.7%	48.4%	49.7%	40.9%	

Source: Company, BP Equities Research

	Cash Flows (	Consolidated)				
YE March (INR. Mn)	FY18	FY19	FY20	FY21E	FY22E	FY23E
PAT	4,215.7	486.6	699.1	1,037.2	1,552.5	2,188.1
(Less)/Add: Extraordinary Income/Expense	15.0	0.0	0.0	0.0	0.0	0.0
Less: Non Operating Income	(165.8)	(86.7)	(100.9)	(100.0)	(100.0)	(100.0)
Add: Depreciation	413.4	419.2	506.2	518.6	577.3	609.8
Add: Interest Paid	330.7	328.0	357.1	312.9	147.5	67.2
Tax Adjustment	0.0	0.0	0.0	77.3	400.9	504.8
Operating Profit before Working Capital Changes	4,809.0	1,147.1	1,461.5	1,846.0	2,578.2	3,269.9
(Inc)/Dec in Current Assets	1,825.3	30.2	(848.9)	(549.6)	(697.8)	(1,097.7)
Inc/(Dec) in Current Liabilities	(1,903.3)	345.2	321.7	895.4	699.6	1,100.5
Changes in Inventory	22.3	(415.3)	(193.1)	(300.3)	(401.4)	(631.4)
Net Cash Generated From Operations	4,753.4	1,107.2	741.1	1,891.4	2,178.5	2,641.2
Cash Flow from Investing Activities						
(Inc)/Dec in Fixed Assets	2,078.5	(563.2)	(1,800.6)	(200.0)	(500.0)	(500.0)
(Inc)/Dec in Capital Work In Progress	(118.1)	(37.9)	61.4	0.0	0.0	0.0
(Inc)/Dec in Investment (Strategic)	63.0	(67.2)	780.0	2.6	(3.1)	(49.6)
(Inc)/Dec in Investment (Others)	1,422.4	420.8	483.6	0.0	0.0	0.0
Add: Non Operating Income	165.8	86.7	100.9	100.0	100.0	100.0
(Inc)/Dec in Intangible Assets	263.2	(7.8)	30.6	0.0	0.0	0.0
Net Cash Flow from/(used in) Investing Activities	3,874.9	(168.5)	(344.2)	(97.4)	(403.1)	(449.6)
Cash Flow from Financing Activities						
Inc/(Dec) in Total Loans	(613.6)	(374.3)	338.1	0.0	(1,000.0)	(500.0)
Inc/(Dec) in Reserves & Surplus	(7,280.7)	167.5	(248.6)	0.0	0.0	0.0
Inc/(Dec) in Equity	20.3	19.4	(45.0)	0.0	0.0	0.0
Dividend Paid	(49.7)	(49.7)	0.0	0.0	0.0	0.0
Less: Interest Paid	(330.7)	(328.0)	(357.1)	(312.9)	(147.5)	(67.2)
Adjustments	(408.4)	(77.7)	(46.4)	(77.3)	(400.9)	(504.8)
Exceptional Item	(15.0)	0.0	0.0	0.0	0.0	0.0
Net Cash Flow from Financing Activities	(8,677.9)	(642.8)	(359.0)	(390.2)	(1,548.4)	(1,072.0)
Net Inc/Dec in cash equivalents	(49.6)	295.9	37.9	1,403.8	227.1	1,119.6
Opening Balance	474.0	424.5	720.4	758.2	2,162.1	2,389.1
Closing Balance Cash and Cash Equivalents	424.5	720.4	758.2	2,162.1	2,389.1	3,508.8



# **Result Update Q3FY21**

	Balance Sheet (Co	onsolidated)				
YE March( INR in mn)	FY18	FY19	FY20	FY21E	FY22E	FY23E
Liabilities						
Equity Capital	487	494	497	497	497	497
Reserves & Surplus	5,813	6,384	6,790	7,827	9,380	11,568
Equity	6,476	7,067	7,428	8,465	10,017	12,205
Net Worth	6,846	7,469	7,875	8,912	10,465	12,653
Minority Interest						
Net Deferred tax liability/(Asset)	1,236	669	915	915	915	915
Total Loans	2,560	2,752	2,844	2,844	1,844	1,344
Capital Employed	10,641	10,891	11,634	12,671	13,224	14,912
Assets						
Gross Block	5,817	6,381	8,181	8,381	8,881	9,381
Less: Depreciation	1,058	1,399	1,859	2,378	2,955	3,565
Net Block	4,760	4,981	6,322	6,004	5,926	5,817
Capital WIP	134	172	111	111	111	111
Long Term Loans & Advances	310	323	144	141	144	194
Other Non Current Assets	579	633	32	32	32	32
Intangible assets under development	46	54	24	24	24	24
Non- Current Investments	2,217	1,797	1,313	1,313	1,313	1,313
Current Assets						
Inventories	1,586	2,001	2,194	2,494	2,896	3,527
Sundry Debtors	2,583	2,783	3,188	3,624	4,207	5,124
Cash and Bank Balance	424	720	758	2,162	2,389	3,509
Current Investments	173	5	402	402	402	402
Loans and Advances	561	467	444	603	700	853
Other Current Assets	52	85	155	110	127	155
Total Current Assets	5,380	6,061	7,141	9,395	10,721	13,570
Less:Current Liabilities & Provisions						
Sundry Creditors	1,605	2,094	2,204	2,928	3,400	4,141
Provisions	115	159	322	366	425	517
Other Current Liabilities	1,065	878	926	1,053	1,223	1,489
Total Current Liabilities & Provisions	2,785	3,130	3,452	4,348	5,047	6,148
Capital Applied	10,641	10,891	11,634	12,671	13,224	14,912

	Key Ratios (Conso	olidated)				
YE March (INR. mn)	FY18	FY19	FY20	FY21E	FY22E	FY23E
Key Operating Ratios						
EBITDA Margin (%)	10%	12%	14%	16%	17%	18%
Tax / PBT (%)	57%	3%	13%	20%	20%	20%
Net Profit Margin (%)	50%	5%	6%	8%	10%	12%
RoE (%)	0%	7%	10%	13%	17%	20%
RoCE (%)	2%	7%	12%	14%	17%	21%
Current Ratio (x)	1.9x	1.9x	2.1x	2.2x	2.1x	2.2
Dividend Payout (%)	1%	10%	0%	0%	0%	0%
Book Value Per Share (Rs.)	26	28	30	34	40	49
Financial Leverage Ratios						
Debt/ Equity (x)	0.4x	0.4x	0.4x	0.3x	0.2x	0.1
Interest Coverage (x)	2.5x	3.8x	4.8x	6.8x	18.1x	50.8
Growth Indicators %						
Growth in Net Block (%)	(30%)	5%	27%	(5%)	(1%)	(2%
Sales Growth (%)	24%	23%	13%	14%	16%	22%
EBITDA Growth (%)	105%	51%	36%	25%	25%	28%
Net Profit Growth (%)	3150%	(88%)	44%	48%	50%	41%
Diluted EPS Growth (%)	3150%	(88%)	44%	48%	50%	41%
Turnover Ratios						
Debtors Days	111	98	99	99	99	99
Creditors Days	77	84	80	80	80	80
Inventory Days	68	70	68	68	68	68
Source: Company, BP Equities Research						
Creditors Days Inventory Days	77	84	80 68	80		80



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Analyst (s) holding in the Stock: Nil

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