

RESEARCH**INFOSYS | TARGET: Rs 1,584 | +8% | HOLD**

2H seasonality anchors upper end of revenue guidance

WIPRO | TARGET: Rs 246 | -3% | HOLD

New CEO continues to deliver

KAJARIA CERAMICS | TARGET: Rs 1,225 | -2% | HOLD

Mixed Q2; Maintain HOLD on lack of growth catalysts

JSW INFRA | TARGET: Rs 340 | +10% | HOLD

Muted port volumes, eyes on stronger 2H pickup

KEI INDUSTRIES | TARGET: Rs 4,200 | +1% | HOLD

Exports led utilisation; Sanand unit commencement delayed

NUVOCO VISTAS CORPORATION | TARGET: Rs 427 | +3% | HOLD

No major surprises; new capacities to help growth

PHARMACEUTICALS

September'25 IPM update

SUMMARY**INFOSYS**

- Better than estimated 2QFY26. Realization driven. Lower end of revenue guidance raised by 100bps. Points to normal seasonality in 2H
- TTM large deal TCV and TTM Net new TCV are both down YoY. Deals seem to involve value compression due to productivity pass back
- Estimates are broadly unchanged. Target PE multiple unchanged (5% premium to the Target PE accorded to TCS). Maintain HOLD

[Click here](#) for the full report.



WIPRO

- Continued business momentum reflected in total and large deal TCV and adjusted EBIT margin. Closer to industry matching growth in FY26
- Continued strong order inflow and the Harman DTS acquisition will likely push Wipro's growth to mid-single digits in FY27
- Broadly maintain estimates and Target PE multiple (15% discount to that of TCS). Retain HOLD. A dark horse

[Click here](#) for the full report.

KAJARIA CERAMICS

- Weak tiles sales volume in Q2 on muted demand and volume loss due to sales force integration; EBITDA beat on cost optimisation
- Management guides good recovery in tiles demand to take time to materialise; expects some more cost savings to accrue in H2FY26
- Maintain HOLD on lack of growth catalysts and rich valuation; TP raise by 2% to Rs 1,225 per share

[Click here](#) for the full report.

JSW INFRA

- Q2 revenue up 26% YoY, ports revenue grew 10% YoY, led by volume/realisation growth of 3%/7% YoY
- Higher cargo volume at Jaigarh, Dharamtar and South-West Goa was offset by iron-ore decline; ex-interim ops volume declined 3% YoY
- Guides 8-10% volume growth; we tweak FY26–28E by 1–2%, roll forward to Sept-27EPS to arrive at TP of Rs 340

[Click here](#) for the full report.

KEI INDUSTRIES

- Broadly in-line performance; Revenue/EBITDA/PAT was up 20%/22%/31% on YoY basis
- Strong export growth (+93% YoY); while steady domestic business (+10% YoY); B2B outperformed with 28% YoY (vs B2C +17% YoY)
- Cut estimates; roll forward to Sept-27EPS, arrive at TP of Rs 4,200, retain HOLD

[Click here](#) for the full report.

NUVOCO VISTAS CORPORATION

- Revenue growth at ~8% YoY, driven by 6% cement realisation gains as volume growth stays flat ~2% YoY to 4.3mt (down ~16% QoQ)
- EBITDA/ at Rs 853/t partially due to weak base and 6% realisation gains YoY to Rs5,074 (flat QoQ). EBITDA margin improved YoY to 14.9%
- Revenue/EBITDA CAGR of ~4%/13% over FY23-28E, earnings retained; value Nuvoco at 9x EV/EBITDA 1YF; maintain HOLD

[Click here](#) for the full report.

PHARMACEUTICALS

- Sep'25 monthly IPM grew to 7.3% in value and -0.5% in units. MAT Sep'25 IPM saw 8% value growth and 0.4% volume growth
- Diabetes therapy witnessed 8.3% growth (the highest) in new launches in Sep'25, due to introduction of GLP products
- Mounjaro, launched in Mar'25, ranks 2nd in IPM in Sep'25, with sales value of Rs 800 mn. Cumulatively, the sales stands at Rs 2.3bn

[Click here](#) for the full report.

HOLD

TP: Rs 1,584 | ▲ 8%

INFOSYS

| IT Services

| 17 October 2025

2H seasonality anchors upper end of revenue guidance

- **Better than estimated 2QFY26. Realization driven. Lower end of revenue guidance raised by 100bps. Points to normal seasonality in 2H**
- **TTM large deal TCV and TTM Net new TCV are both down YoY. Deals seem to involve value compression due to productivity pass back**
- **Estimates are broadly unchanged. Target PE multiple unchanged (5% premium to the Target PE accorded to TCS). Maintain HOLD**

Top end of revenue guidance points to QoQ revenue decline in 2H: What is likely disappointing for markets is that despite a strong 1H, Infosys' guidance at the top end remains anchored at 3%. Infosys says that uncertainty is still high and sees normal seasonality in 2H (likely QoQ declines in both 3Q and 4Q). The current guidance incorporates 40bps from inorganic elements but does not include revenue from the Versent JV that it has recently signed with Telstra (Infosys will have a 75% stake).

Softness in 2H also likely linked to lower third-party elements: Infosys had guided for lower third-party pass-through contribution to its revenue in FY26. We believe some of the 2H indicated weakness is likely because of this (see Figure 12 to see how this has been moving). There is also likely productivity pass back on existing deals that need to given to clients on an annual basis.

Large deal TCV at the lower end of our estimated US\$3-4bn range: Vendor consolidation and AI based productivity pass back remained a dominant theme - while this is driving large deal wins, it may also result in revenue leakage from customer losses and value compression in renewals. Both TTM large deal TCV and TTM net new TCV are down YoY. Believe the recently won NHS UK deal is not going to make a material difference as it is ~US\$100mn ACV deal.

Believe downside exists to consensus (and our) expectation of a mid-high single digit revenue pick up for key Tier-1 companies in FY27: This is what drove us to lower our Target PE multiple for our entire coverage in our 2QFY26 preview. While Infosys seems to be gaining market share, the growth remains in the low to mid-single digit territory. This not only reflects our view on continued macro uncertainty but also challenges due to AI infusion led value compression. Going by commentary of various players in 2QFY26, we believe there is proactive self-cannibalization to retain a large part of the existing book of business. We believe AI based growth-oriented projects and legacy modernization work are not yet a meaningful part that can offset the value compression. We think a meaningful acceleration in revenue growth is likely pushed back to FY28 and later.

Girish Pai

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Key changes

Target	Rating
▲	◀ ▶

Ticker/Price	INFO IN/Rs 1,472
Market cap	US\$ 69.5bn
Free float	86%
3M ADV	US\$ 135.6mn
52wk high/low	Rs 2,006/Rs 1,307
Promoter/FPI/DII	15%/32%/39%

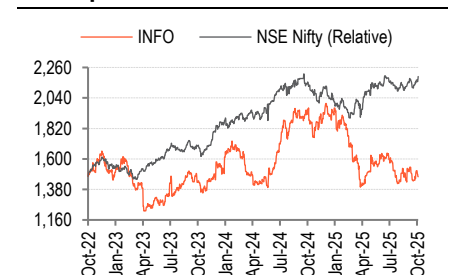
Source: NSE | Price as of 16 Oct 2025

Key financials

Y/E 31 Mar	FY25A	FY26E	FY27E
Total revenue (Rs mn)	1,629,900	1,748,848	1,919,372
EBITDA (Rs mn)	392,350	420,257	458,275
Adj. net profit (Rs mn)	267,130	291,536	306,976
Adj. EPS (Rs)	64.4	70.7	75.8
Consensus EPS (Rs)	64.4	68.7	74.0
Adj. ROAE (%)	28.9	30.8	31.4
Adj. P/E (x)	22.9	20.8	19.4
EV/EBITDA (x)	16.0	15.0	13.8
Adj. EPS growth (%)	1.7	9.8	7.2

Source: Company, Bloomberg, BOBCAPS Research

Stock performance



Source: NSE



HOLD

TP: Rs 246 | ▼ 3%

WIPRO

| IT Services

| 17 October 2025

New CEO continues to deliver

- Continued business momentum reflected in total and large deal TCV and adjusted EBIT margin. Closer to industry matching growth in FY26
- Continued strong order inflow and the Harman DTS acquisition will likely push Wipro's growth to mid-single digits in FY27
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2QFY26 inline on revenue but better on margins: Revenue grew 0.3% QoQ in CC terms beating our estimate of no growth. This is after two successive quarters of declining growth. The margin surprise (17.2% adjusted for the one-off provision for a client bankruptcy, against our estimate of 16.2%) has likely come from better-than-expected forex gains and productivity initiatives (both of which have not been individually quantified).

Second successive quarter of strong large deal TCV: Wipro reported total TCV of US\$4.7bn in 2QFY26, down 5.7% QoQ and up 31% YoY, while large-deal TCV was US\$2.9bn was up 7% QoQ and 90% YoY. In 1QFY26 the total TCV and Large deal TCV were up 51% and 131% respectively YoY. We believe that the strong large deal TCVs sets up the company to deliver revenue growth closer to Industry. Conversion to revenue (a problem that Wipro has faced in the not-too-distant past) is something to be addressed for it to deliver on this on a consistent basis.

Not taken a view on wage hikes: Unlike many peers, Wipro has not taken a call on wage hikes in FY26, probably reflecting the pressure on margins from large deals and the comfortable supply side situation. H1-B is not indicated to be a problem.

Revenue acceleration in FY27 partly driven by the Harman DTS acquisition:

We are estimating a pick in revenue growth to mid-single digit number for Wipro, of which ~225bps will likely be delivered by the Harman DTS acquisition.

Reduced Target PE multiple discount to TCS post 1QFY26, further growth

related progress required for discount compression: While we are factoring in a 350-400bps of organic growth in FY27, our confidence is not very high. Reflecting in the 15% discount to TCS's target PE multiple. If growth picks up in 2HFY26 we may reduce the discount further.

Srini Pallia, who was made the CEO in April 2024, has started to deliver:

We believe Srini has largely delivered on the revenue growth aspect while keeping margins stable. This is happening in a vastly challenging demand environment.

Key changes

Target	Rating
▲	◀ ▶

Ticker/Price	WPRO IN/Rs 254
Market cap	US\$ 30.3bn
Free float	27%
3M ADV	US\$ 24.6mn
52wk high/low	Rs 325/Rs 228
Promoter/FPI/DII	73%/8%/8%

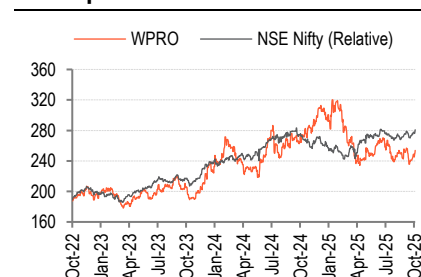
Source: NSE | Price as of 16 Oct 2025

Key financials

Y/E 31 Mar	FY25A	FY26E	FY27E
Total revenue (Rs mn)	890,884	916,720	998,549
EBITDA (Rs mn)	190,397	176,374	199,069
Adj. net profit (Rs mn)	131,354	138,237	155,844
Adj. EPS (Rs)	12.5	13.2	14.8
Consensus EPS (Rs)	12.5	12.7	13.4
Adj. ROAE (%)	16.6	16.1	17.2
Adj. P/E (x)	20.3	19.3	17.1
EV/EBITDA (x)	14.2	15.9	14.7
Adj. EPS growth (%)	20.9	5.1	12.7

Source: Company, Bloomberg, BOBCAPS Research

Stock performance



Source: NSE



HOLD

TP: Rs 1,225 | ▼ 2%

KAJARIA CERAMICS

| Building Materials

| 16 October 2025

Mixed Q2; Maintain HOLD on lack of growth catalysts

- Weak tiles sales volume in Q2 on muted demand and volume loss due to sales force integration; EBITDA beat on cost optimisation
- Management guides good recovery in tiles demand to take time to materialise; expects some more cost savings to accrue in H2FY26
- Maintain HOLD on lack of growth catalysts and rich valuation; TP raise by 2% to Rs 1,225 per share

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Mixed Q2: KJC tiles sales volume came below our estimates (+0.6% YoY vs +5.0% estimated); but beat EBITDA estimate by 11.0% due to better-than-expected operating margin (+393bps YoY to 18.0% vs 15.8% estimated) led by cost optimisation projects. Overall, KJC revenue/EBITDA/APAT grew by 2.1%/30.6%/57.8% YoY in Q2FY26.

Highlights: Tiles sales volume grew at a muted pace of 0.6% YoY in Q2FY26 due to volume loss related to sales force integration and impact of heavy rains in North and East India. Tiles realisation improved by 0.4% QoQ. Tiles segment EBIT margin improved by 181bps QoQ to 15.5% in Q2 given the full benefits accrued from cost optimisation projects (salary foregone by promoters, no increments given to employees, integration of sales force, lower brand spend, re-engineering of packaging boxes, better procurement price of outsourced tiles, etc). Bathware revenue grew by 13.9% YoY and EBIT margin improved by 960bps YoY to 3.1% due to the ramp up of new sanitaryware facility.

Outlook: KJC guides tiles demand to slightly recover in Q3 due to government push, but good recovery is likely to take time to materialize. Management believes that tiles exports from India are expected to be relatively flat YoY in FY26. The company expects some more cost savings to accrue in H2FY26 and expects to sustain the current operating margin (18.0%) in future. However, we have assumed lower operating margin (16.0% - which is near to its 10Y average level) for FY27-FY28 as we believe the company needs to pass on the benefit to consumers to gain market share in a highly competitive market.

Maintain HOLD; TP raise by 2% to Rs 1,225: We maintain our HOLD rating as we see limited catalysts for the stock due to a) lack of volume growth visibility over the medium-term [on the back of discontinuation of economy range tile products from Q1FY26 and operating domestic tiles capacity at almost full level (+101% in Q2FY26)], and the stock appears to be fully valued (trades at 37.3x on 1Y forward P/E vs pre-COVID 5Y average of 34.0x). We have slightly tweaked estimates for FY27-FY28. Our target P/E multiple remains unchanged at 35x on Sep'27.

Key changes

Target	Rating
▲	◀ ▶

Ticker/Price	KJC IN/Rs 1,251
Market cap	US\$ 2.3bn
Free float	52%
3M ADV	US\$ 6.2mn
52wk high/low	Rs 1,401/Rs 759
Promoter/FPI/DII	48%/12%/26%

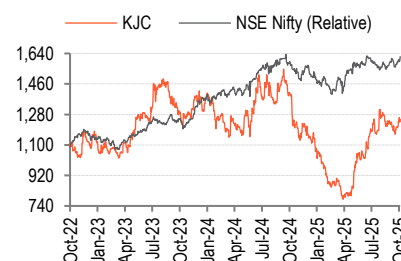
Source: NSE | Price as of 16 Oct 2025

Key financials

Y/E 31 Mar	FY25A	FY26E	FY27E
Total revenue (Rs mn)	46,351	48,969	53,578
EBITDA (Rs mn)	6,262	8,653	8,565
Adj. net profit (Rs mn)	3,426	5,381	5,305
Adj. EPS (Rs)	21.5	33.8	33.3
Consensus EPS (Rs)	18.5	30.0	33.2
Adj. ROAE (%)	12.5	18.3	16.5
Adj. P/E (x)	58.2	37.0	37.6
EV/EBITDA (x)	31.2	22.4	22.4
Adj. EPS growth (%)	(21.0)	57.1	(1.4)

Source: Company, Bloomberg, BOBCAPS Research

Stock performance



Source: NSE



HOLD

TP: Rs 340 | ▲ 10%

JSW INFRA

| Logistics

| 17 October 2025

Muted port volumes, eyes on stronger 2H pickup

- Q2 revenue up 26% YoY, ports revenue grew 10% YoY, led by volume/realisation growth of 3%/7% YoY
- Higher cargo volume at Jaigarh, Dharamtar and South-West Goa was offset by iron-ore decline; ex-interim ops volume declined 3% YoY
- Guides 8-10% volume growth; we tweak FY26–28E by 1–2%, roll forward to Sept-27EPS to arrive at TP of Rs 340

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Weak volume growth at ports (+3% YoY): JSWINFRA reported marginally better-than-expected performance in Q2FY26, with revenue and EBITDA 3% above expectation. Consolidated revenue rose 26% YoY to Rs 12.7bn, driven by the Navkar acquisition. Ex-Navkar, revenue grew 10% YoY (+2% QoQ), supported by 3% YoY volume growth (-2% QoQ) and 7% YoY improvement in realisations (3% QoQ). EBITDA grew 17% YoY to Rs 6.1bn, though margins contracted 380bps YoY to 48%, given the inclusion of the lower-margin Navkar business. Reported PAT stood at Rs 3.7bn (-1% YoY).

Ex-interim operations at Tuticorin & JNPT liquid volume declined 3% YoY (-2% QoQ): Q2FY26 volumes grew 3% YoY to 28.9mnt, driven by higher cargo handling at Jaigarh, Dharamtar and SWPL along with incremental contribution from Tuticorin and JNPA liquid terminals (~1.4mnt tons). Excluding interim operation, volume declined 3% YoY, largely on account of lower offtake at Paradip Iron ore terminal. Third-party cargo volumes declined by 2% YoY to 12.5mnt tons, whereas group cargo volume grew 6% YoY. Group cargo share remained elevated at 57% (vs 55% in Q2FY25).

Guidance intact despite tepid volume growth, capacity expansion target (~400mnt by FY30) on track: Management has guided for ~8-10% volume growth in FY26 (vs ~10% earlier), driven by the ramp-up at Paradip, capacity expansion at Southwest Port, Goa (from 8.5mnt to 11mnt in Q4), and interim operations at Tuticorin and JNPA liquid terminals. The plan to scale capacity from 177mnt (FY25) to 400mnt by FY30E remains on track, with key projects including Tuticorin (Q4FY26), JNPA liquid (Q2FY26), Jaigarh LPG (Q1FY27), and Dharamtar/Jaigarh expansions (Q4FY27).

Maintain HOLD: We tweak FY26–28E estimates by 1–2% on sustained weakness in iron ore volumes, we factor in slightly lower volume growth (7%) vs guidance (8-10%). Rolling forward to Sept-27 EBITDA and valuing at 25x to arrive at a TP of Rs 340. Maintain HOLD.

Key changes

Target	Rating
◀ ▶	◀ ▶

Ticker/Price	JSWINFRA IN/Rs 309
Market cap	US\$ 7.2bn
Free float	13%
3M ADV	US\$ 5.6mn
52wk high/low	Rs 349/Rs 218
Promoter/FPI/DII	86%/4%/3%

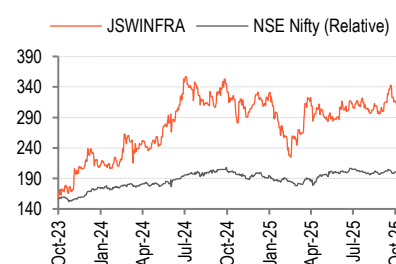
Source: NSE | Price as of 16 Oct 2025

Key financials

Y/E 31 Mar	FY25A	FY26E	FY27E
Total revenue (Rs mn)	44,761	52,949	59,087
EBITDA (Rs mn)	22,622	25,528	28,613
Adj. net profit (Rs mn)	15,031	14,761	15,828
Adj. EPS (Rs)	7.3	7.1	7.6
Consensus EPS (Rs)	0.0	0.0	0.0
Adj. ROAE (%)	17.0	14.3	13.6
Adj. P/E (x)	42.5	43.6	40.6
EV/EBITDA (x)	26.3	22.9	19.4
Adj. EPS growth (%)	21.0	(2.5)	7.2

Source: Company, Bloomberg, BOBCAPS Research

Stock performance



Source: NSE



HOLD

TP: Rs 4,200 | ▲ 1%

KEI INDUSTRIES

Consumer Durables

17 October 2025

Exports led utilisation; Sanand unit commencement delayed

- Broadly in-line performance; Revenue/EBITDA/PAT was up 20%/22%/31% on YoY basis
- Strong export growth (+93% YoY); while steady domestic business (+10% YoY); B2B outperformed with 28% YoY (vs B2C +17% YoY)
- Cut estimates; roll forward to Sept-27EPS, arrive at TP of Rs 4,200, retain HOLD

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Revenue in line, margins slightly below expectations: KEI reported a steady Q2FY26 performance with revenue/EBITDA +1%/-4% vs our estimates. Revenue grew 20% YoY (5% QoQ), driven by 23% YoY (6% QoQ) growth in the cables segment, while EPC and stainless-steel wires declined 23% YoY and 10% YoY, respectively. Management highlighted that cable volumes grew 15% YoY, with the balance from higher price realisations. EBITDA margin came in at 9.9%, 53 bps below estimates, but up 20 bps YoY (vs consensus of 10.1%). Lower interest costs and higher other income (interest income from QIP proceeds) supported 31% YoY growth in adjusted PAT to Rs 2.0 bn.

Robust growth in exports sustains (+93% YoY); domestic sales grew 10% YoY:

Exports growth was sustained by strong demand for cables in the Middle East, North Africa, USA and Australia. Domestic demand was steady as domestic sales grew 10% YoY, led by infrastructure and renewables demand. Domestic institutional sales declined 6% YoY as the company decided to utilise capacity for exports, while domestic EHV cables rose 75% YoY. B2C sales (54% of revenue) grew 17% YoY to Rs 14.8bn.

Maintains 18-19% revenue growth guidance; margins to improve post-Sanand:

Management reiterated FY26 revenue growth of 18-19%, with potential to exceed 20% as Sanand Phase-1 becomes operational from Nov 2025. EBITDA margin guidance of 10.5–11% was maintained, with improvement expected post-commissioning on better mix and logistics efficiencies. Management remains confident of sustained demand momentum, driven by renewables, infrastructure, and data centres.

Revised estimates; maintain HOLD: We trim our FY26-27E EPS estimates by 2-4% to reflect the current quarter's performance. We estimate KEI to post a 16%/18%/17% revenue/EBITDA/PAT CAGR over FY25-28E, supported by strong domestic and export demand. Rolling forward to Sep-27 EPS and maintaining an unchanged 40x multiple, we retain our TP of Rs 4,200. Given the limited upside from current levels, we maintain our HOLD rating.

Key changes

Target	Rating
◀ ▶	◀ ▶

Ticker/Price	KEI IN/Rs 4,173
Market cap	US\$ 4.3bn
Free float	61%
3M ADV	US\$ 13.5mn
52wk high/low	Rs 4,706/Rs 2,424
Promoter/FPI/DII	37%/27%/20%

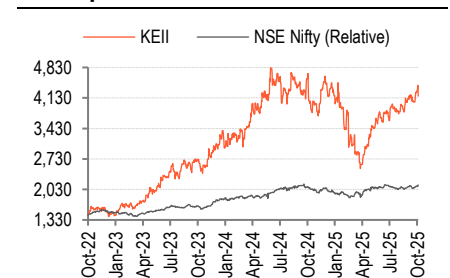
Source: NSE | Price as of 16 Oct 2025

Key financials

Y/E 31 Mar	FY25A	FY26E	FY27E
Total revenue (Rs mn)	97,359	1,10,710	1,29,869
EBITDA (Rs mn)	9,910	11,427	13,694
Adj. net profit (Rs mn)	6,964	7,392	9,188
Adj. EPS (Rs)	72.9	77.4	96.2
Consensus EPS (Rs)	70.0	93.0	118.0
Adj. ROAE (%)	15.6	12.0	13.3
Adj. P/E (x)	57.2	53.9	43.4
EV/EBITDA (x)	36.2	31.5	26.1
Adj. EPS growth (%)	19.9	6.1	24.3

Source: Company, Bloomberg, BOBCAPS Research

Stock performance



Source: NSE



HOLD

TP: Rs 427 | ▲ 3%

**NUVOCO VISTAS
CORPORATION**

| Cement

| 16 October 2025

No major surprises; new capacities to help growth

- Revenue growth at ~8% YoY, driven by 6% cement realisation gains as volume growth stays flat ~2% YoY to 4.3mt (down ~16% QoQ)
- EBITDA/ at Rs 853/t partially due to weak base and 6% realisation gains YoY to Rs5,074 (flat QoQ). EBITDA margin improved YoY to 14.9%
- Revenue/EBITDA CAGR of ~4%/13% over FY23-28E, earnings retained; value Nuvoco at 9x EV/EBITDA 1YF; maintain HOLD

Steady revenue growth: NUVOCO reported revenue growth of ~8% YoY (down ~15% QoQ) as volume growth was sluggish at ~2% YoY to 4.3mt (down ~16% QoQ). The trade mix was at 74% vs 71% in Q2FY25 while premium segment share stood at 44% vs 43% YoY of trade mix, supporting realization that gained 6% YoY.

Cost discipline supports stability: Overall cost/t remained largely stable at Rs 4,721 up 0.5% YoY (~6% QoQ), indicating Nuvocos's effective cost control measures. Raw material cost fell by ~10% YoY, aided by efficiency in sourcing and benefits from a long-term slag contract, while power & fuel costs declined by ~2% YoY as pet-coke prices softened. Freight cost inched up by ~2% YoY, while other expenses surged by ~10% YoY, partially offsetting the savings. Nuvoco's operational efficiency helped cushion profitability amid seasonal weakness.

EBITDA gains on a low base: EBITDA/t surged by ~65% YoY (-16% QoQ) to Rs 853/t, partially due to a weak base and also contributed by 6% realisation gains YoY to Rs5,074 (flat QoQ). Effectively, EBITDA margin improved by 529bps YoY to 14.9%, (down 312bps QoQ from 18.1%).

Deleveraging and capacity expansion: NUVOCO has managed to reduce debt by ~Rs 10bn with total debt at ~Rs 53bn, including Rs 18bn for Vadraj acquisition. Vadraj plant refurbishment remains on track with full operationalisation by Q3FY27. Additionally, plans for East expansion of 4mtpa will further consolidate position in the eastern region and help to maintain the clinker conversion ratio.

Maintain HOLD with unchanged estimates: We recently initiated coverage on NUVOCO ([link](#)), building a revenue/EBITDA CAGR of ~4%/13% over FY23-28E backed by new capacities and cost efficiencies. We maintain our earnings stance (unchanged), following Q2FY26 results. Nuvoco's performance is recovering post the steady growth phase between FY22 and FY25. Growth has been bumpy post capacity addition (organic/inorganic) and will follow the same trend post new acquisition (Vadraj Cement) in the West region. We continue to value the stock at 9x EV/EBITDA (1 YF) with unchanged target price of Rs427. Maintain HOLD.

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Key changes

Target	Rating
◀ ▶	◀ ▶

Ticker/Price	NUVOCO IN/Rs 413
Market cap	US\$ 963.4mn
Free float	28%
3M ADV	US\$ 2.8mn
52wk high/low	Rs 478/Rs 287
Promoter/FPI/DII	72%/4%/19%

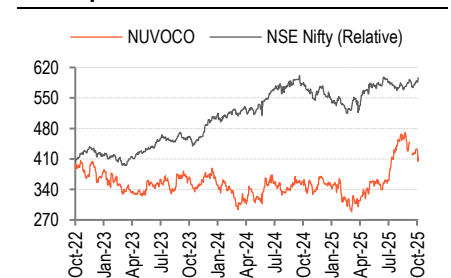
Source: NSE | Price as of 16 Oct 2025

Key financials

Y/E 31 Mar	FY25A	FY26E	FY27E
Total revenue (Rs mn)	1,03,567	1,11,220	1,20,686
EBITDA (Rs mn)	13,720	17,972	20,297
Adj. net profit (Rs mn)	218	3,431	4,372
Adj. EPS (Rs)	0.6	9.6	12.2
Consensus EPS (Rs)	12.0	13.8	13.8
Adj. ROAE (%)	0.2	3.8	4.6
Adj. P/E (x)	675.2	43.0	33.7
EV/EBITDA (x)	8.3	6.3	6.0
Adj. EPS growth (%)	(85.2)	1471.0	27.4

Source: Company, Bloomberg, BOBCAPS Research

Stock performance



Source: NSE



PHARMACEUTICALS

16 October 2025

September'25 IPM update

- Sep'25 monthly IPM grew to 7.3% in value and -0.5% in units. MAT Sep'25 IPM saw 8% value growth and 0.4% volume growth
- Diabetes therapy witnessed 8.3% growth (the highest) in new launches in Sep'25, due to introduction of GLP products
- Mounjaro, launched in Mar'25, ranks 2nd in IPM in Sep'25, with sales value of Rs 800 mn. Cumulatively, the sales stands at Rs 2.3bn

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IPM growth sustains upward trajectory: During Sep'25, IPM reported 7.3% value growth and -0.5% volume growth. On MAT basis, IPM reported 7.5% value growth and 0.5% volume growth. The Sep'25 IPM growth was driven by 2.5% new product launches, 5.5% price growth and -0.6% volume growth. For Q2FY26, IPM reported 8% value growth and 0.4% volume growth.

Therapy-wise growth: During Sep'25, therapies that outperformed IPM growth of 7.3% are Cardiac (13%), Anti Diabetic (10%), Respiratory (15%), CNS (7.2%), Gynaecology (8.2%), Anti Neoplastics (16%) and Urology (14.7%). Growth in respiratory therapy was driven by an early onset of seasonal flu and the deteriorating air quality. Therapies that underperformed IPM are Anti-Infective (5.8%), Gastro (1.8%), Vitamins (3.3%), Pain (2.5%), Derma (4.3%), Opthal (3%), Blood Related (6.4%) and Anti Malaria (-5.9%).

Company-wise growth: Amongst the listed Top 20 companies, the ones reporting higher than IPM growth are Glenmark with the highest — 13.9%, Torrent -11.1% Dr. Reddy's - 10.1% and Zydus - 10%. Companies that reported below IPM growth are Abbott – 3.6%, Mankind – 4.5%, Emcure - 2.8% and Pfizer – 1.7%. Amongst the next 20, companies rising above the IPM rate are Ajanta with 12.3% growth while Alembic reported lowest growth of 0.8%.

Our View: IPM is continuously reporting higher single-digit growth driven by price hike and new launches. New product launches have been healthy in the Diabetes therapy with the launch of GLP-1 and SGLT-2 inhibitor drugs, where newly launched Mounjaro climbed ranks and became the second largest drug in the IPM for the month of Sep'25. The trend would continue in Anti Diabetes therapy as Semaglutide goes generic in Mar'26 in India. Companies with domestic focus are largely strategising on making "big brands bigger", but introducing line extension to the widely accepted brand.

Domestic Preferred picks: Sun, Abbott India and Alkem



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