

**BUY****TP: Rs 850 | ▲ 22%****SENORES PHARMA**

| Pharmaceuticals

| 22 August 2025

## Earnings buoyancy to continue

- **Expect Revenue per ANDA to grow by 5% CAGR from FY25-28E to Rs 114 mn in FY28 vs Rs 99 mn in FY25**
- **To continue staying in a high growth trajectory, expect ROCE to improve from 13% in FY25 to 27% by FY28E**
- **Sales/PAT to grow at 29%/45% CAGR from FY25-28E, initiate BUY. Ascribing 26x on June'27 to arrive at TP of Rs 850**

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**Healthy approval of own ANDAs to trigger new launches:** SENORES has 24 own commercialised ANDAs. Currently, there are 70 approved ANDAs, out of which 37 products have competitive generic therapeutic (CGT) opportunity. We expect 49 commercialised ANDAs by FY28E. SENORES is present in the mid-small size molecules whose market size ranges from USD 7-200 mn. On a conservative basis, we expect revenue per own ANDA to increase from 50 mn in FY25 to Rs 60 mn by FY28E; hence, we expect sales to grow at 39% CAGR from FY25-28E.

**Acquired ANDAs sales to commercialise from H2FY26:** SENORES has utilised IPO funds to the outsourced ANDAs from other manufacturing companies. Currently, the company has sourced 14 ANDAs from Dr. Reddy's, 1 from Breckenridge and 1 from Wockhardt. Growth in the segment would pick up from 3QFY26, as Dr. Reddy's-acquired ANDAs get commercialised to the US government in tranches. We expect revenue per acquired ANDA to increase to Rs 53 mn by FY28E from the current Rs 49mn; thus, the resultant sales will likely grow at 9% CAGR from FY25-28E.

**EM to double per unit realization:** SENORES is shifting its strategy to distribution model from the earlier P2P model, to sell its manufactured products in the EMs. This shift in strategy would enable the company to tap a wider network of distributors and penetrate deeper into geographies, thereby doubling revenue per unit realisation. Hence, we expect the segment sales to grow at a 18% CAGR from FY25-28E.

**Outlook & Valuation:** We believe SENORES' high growth trajectory will likely sustain with 1) increasing new launches across segments 2) higher per-unit realisation 3) strong distribution partners in the EMs 4) increasing capacity in the API segment aiding to backward integration 5) immune to macro headwinds in the US due to a plant there 6) cost rationalisations. We model in sales/EBITDA/PAT CAGR of 29%/37%/45% respectively from FY25-28E, thereby initiating with BUY. On June'27, we ascribe a PE of 26x on June'27 due to sustainability of its high growth trajectory to arrive at TP of Rs 850 per share.

Ticker/Price	SENORES IN/Rs 698
Market cap	US\$ 78.5mn
Free float	31%
3M ADV	US\$ 3.4mn
52wk high/low	Rs 719/Rs 435
Promoter/FPI/DII	66%/10%/15%

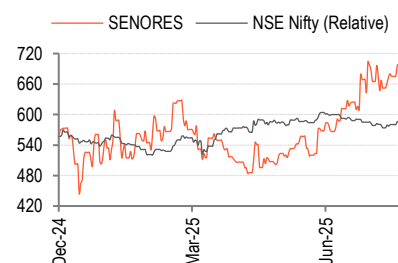
Source: NSE | Price as of 21 Aug 2025

## Key financials

Y/E 31 Mar	FY25A	FY26E	FY27E
Total revenue (Rs mn)	3,983	5,518	7,291
EBITDA (Rs mn)	897	1,380	1,896
Adj. net profit (Rs mn)	583	949	1,402
Adj. EPS (Rs)	12.7	20.6	30.4
Consensus EPS (Rs)	12.7	27.0	37.0
Adj. ROAE (%)	11.8	11.5	15.3
Adj. P/E (x)	55.1	33.9	22.9
EV/EBITDA (x)	8.8	4.9	2.0
Adj. EPS growth (%)	85.6	62.6	47.8

Source: Company, Bloomberg, BOBCAPS Research

## Stock performance

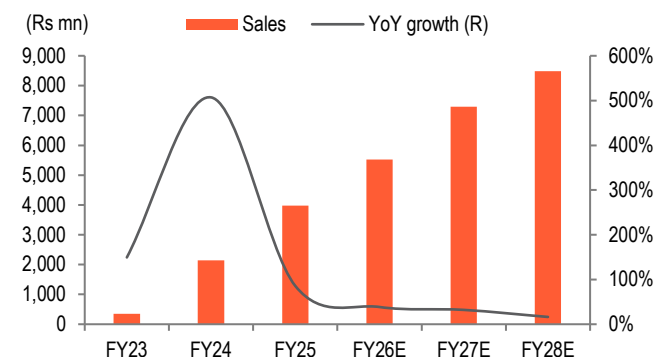


Source: NSE



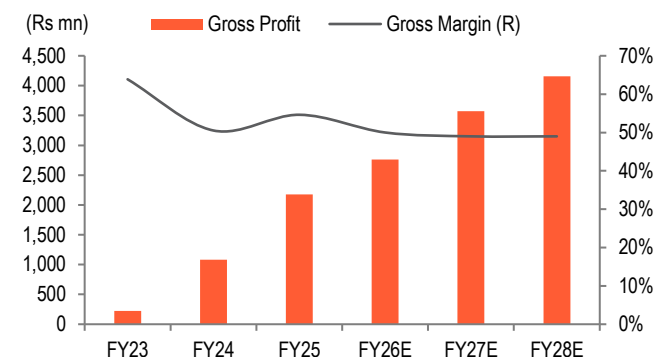
## Story in Charts

**Fig 1 – Sales growth to be driven by the regulated markets and EMs**



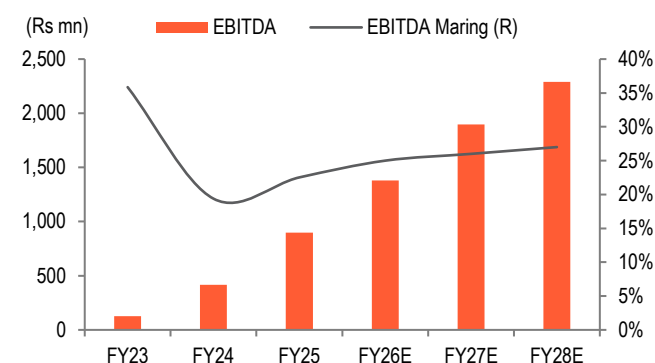
Source: Company, BOBCAPS Research

**Fig 2 – Change in strategy in the EMs to result in margins sustenance**



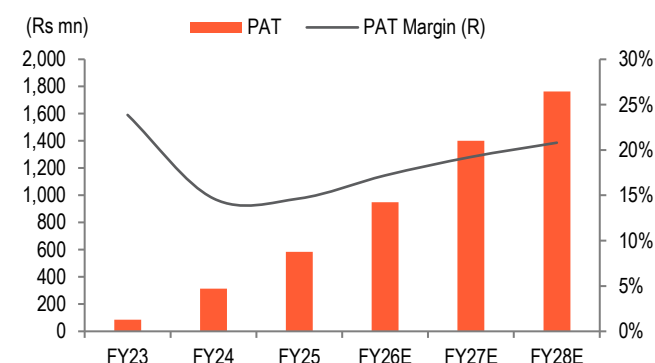
Source: Company, BOBCAPS Research

**Fig 3 – EBITDA margin to sustain at current levels**



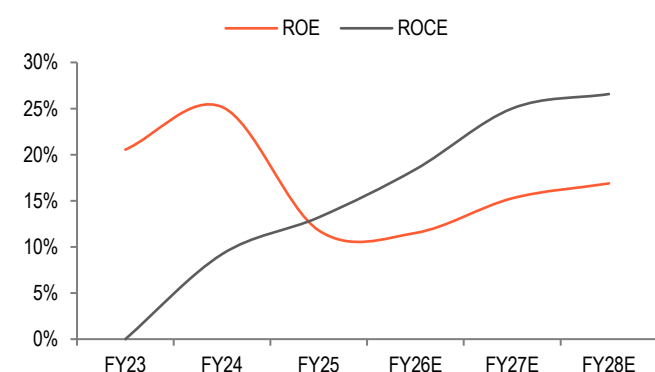
Source: Company, BOBCAPS Research

**Fig 4 – Healthy operations to lead to a healthy PAT**



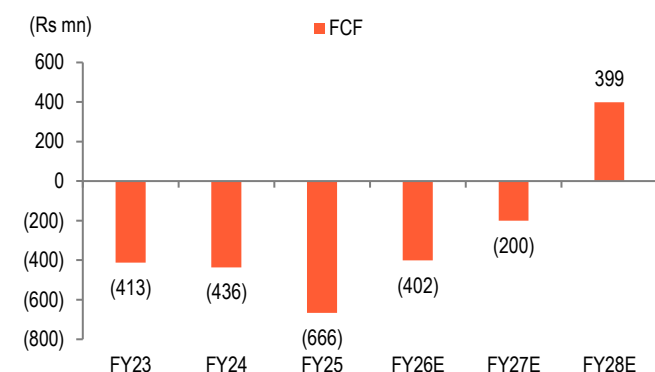
Source: Company, BOBCAPS Research

**Fig 5 – Return ratios expected to go up**



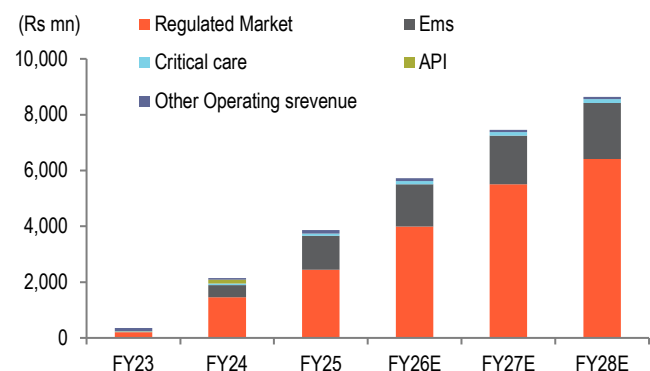
Source: Company, BOBCAPS Research

**Fig 6 – No large C apex spend to result in FCF positive in FY28E**



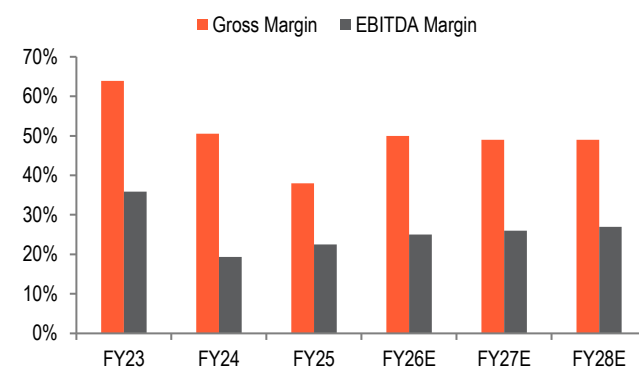
Source: Company, BOBCAPS Research

**Fig 7 – Regulated market contribution to improve with the launch of acquired ANDAs**



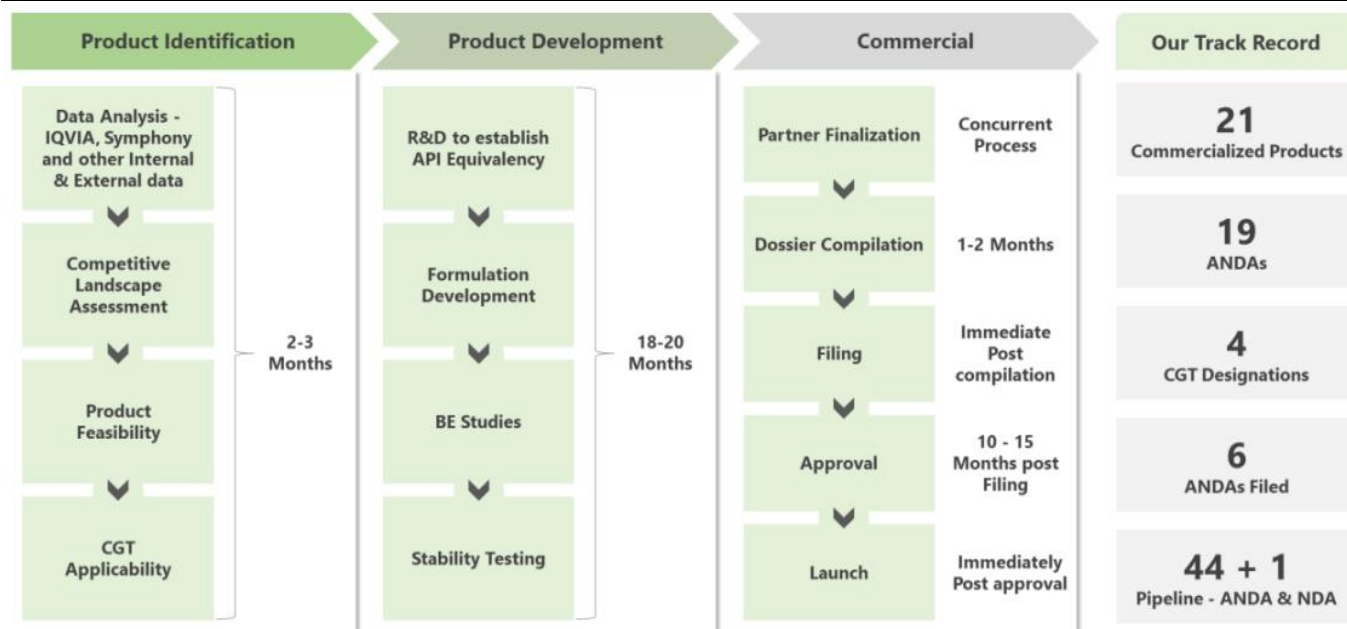
Source: Company, BOBCAPS Research

**Fig 8 – Margins to increase with the launch of acquired ANDAs**



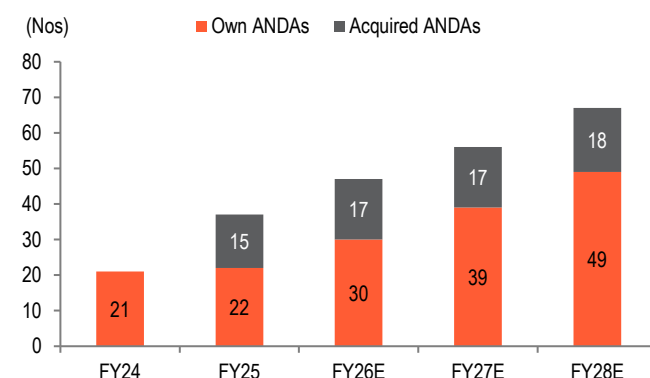
Source: Company, BOBCAPS Research

**Fig 9 – Snippet of product identification process**



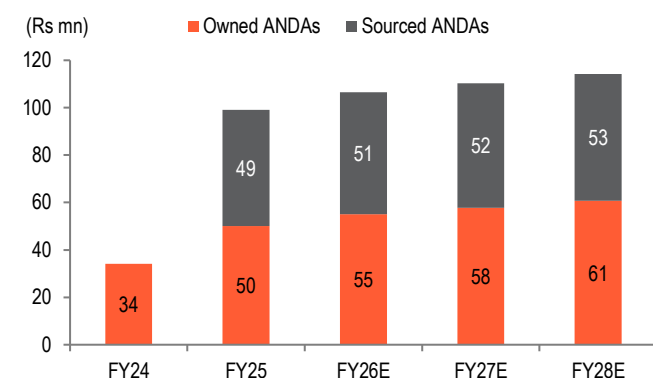
Source: Company, BOBCAPS Research

**Fig 10 – Own ANDA launches to increase as there are 50+ ANDAs approved**



Source: Company, BOBCAPS Research

**Fig 11 – Realisation per ANDAs to increase for own ANDAs**



Source: Company, BOBCAPS Research

## Investment Rationale

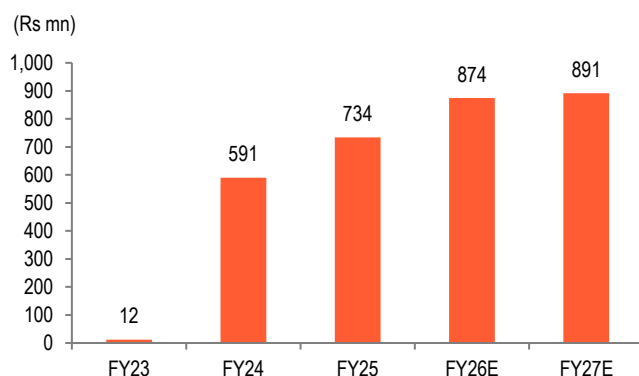
### Regulated market growth to be driven by new launches

SENORES regulated market contributes 61% of total sales as on FY25. Regulated markets cater to the US, UK and Canada to target the development and manufacture specialty, niche and difficult-to-manufacture complex products, which have small market potential from USD7-200mn. In such small market size, global pharma companies are not present and therefore, competition is lesser. As on FY25, US accounts for nearly 43% of the global pharma market, 56% of the regulated market and 91% of the North American market and is expected to maintain dominance during the forecast period. SENORES has diversified revenue streams for the regulated markets business: (I) Marketed Products that include (a) ANDA Products (b) Sourced Products (II) CDMO/ CMO.

Regulated markets business is carried out through two subsidiary companies, Havix and Senores Pharma Inc., US based company holding intellectual property specifically for ANDA approvals and enters into agreement with marketing partners. SENORES generates revenue based on licensing fees, transfer price as well as from profit sharing (50:50) for the products manufactured at Havix.

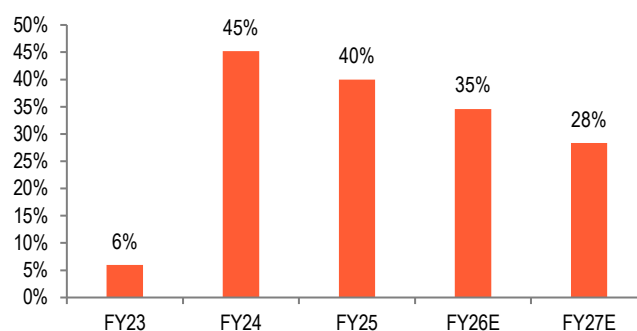
SENORES has a dedicated facility in Atlanta with 1.2 bn tablets. They have multiple marketing partners for their own products and many CDMO clients such as Dr. Reddy's, Sun Pharma, Jubilant Cadista, etc., for their CDMO/CMO products. Considering a slew of new launches in the pipeline in its own and sourced ANDAs, followed by a full-year impact on CDMO, we expect this region to grow at 38% CAGR from FY25-28E.

**Fig 12 – Regulated market sales to be driven by both ANDAs and CDMO**



Source: Company, BOBCAPS Research

**Fig 13 – Regulated sales contribution to grow with increased commercialisation**



Source: Company, BOBCAPS Research

**Fig 14 – Customers in the regulated market**

#### Customers in the Regulated market

Alkem Labs  
Lannett Company  
Prasco LLC  
Jubilant Cadista Pharmaceuticals  
Sun Pharmaceuticals  
Cintex Services  
Dr. Reddy's labs

Source: Company, BOBCAPS Research

## Own marketed products to witness steep launches

Senores Pharmaceuticals has 70 approved ANDAs as on June'25, out of which 24 have been commercialised. The company has 57 approved products in the pipeline, of which, 37 products have CGT opportunity. This designation is granted when FDA determines there is inadequate generic competition. Under this pathway, applicants receive additional resources and guidance from the FDA throughout the approval process. CGT-designated drugs are eligible for a period of exclusivity, typically 180 days (if the applicant begins marketing within 75 days of approval), during which competing generic versions of the drug cannot be marketed. The company markets these products in the regulated markets of US, Canada and UK, by entering into licensing agreement of marketing and distribution arrangements with foreign and Indian pharmaceutical companies. SENORES is present in mid-small size molecules ranging from USD 7-200 mn. The company enjoys national contracts and not retail contracts where the quantity and price are fixed.

As the company has approvals for many ANDAs that are not launched, we expect their commercialised ANDAs to reach 30 by FY26E and 39 by FY27E from 22 in FY25, Hence, we expect sales to grow at 39% CAGR from FY25-28E.

**Fig 15 – List of commercialized products in regulated market**

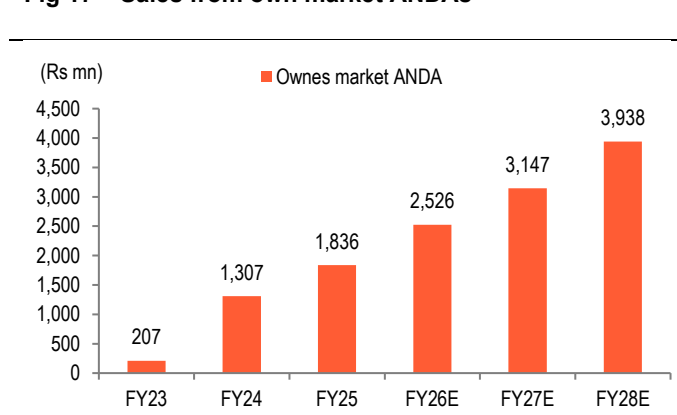
Product name	Strength	Market Share (%)	Market size USD mn
Acetaminophen Butalbital Caffeine	325mg;50mg;40mg	11	
Acetaminophen Butalbital	300mg;50mg	5	7
Acetaminophen Butalbital	325mg;50mg	3	
Chlorzoxazone	250mg (CGT); 500mg	61	21
Diclofenac Potassium	25mg; 50mg	NA	100
Ketorolac	10 mg	15	170
Mexiletine Hydrochloride	150 mg	14	
Mexiletine Hydrochloride	200 mg	16	14
Mexiletine Hydrochloride	250 mg	10	

Source: Company's RHP, BOBCAPS Research

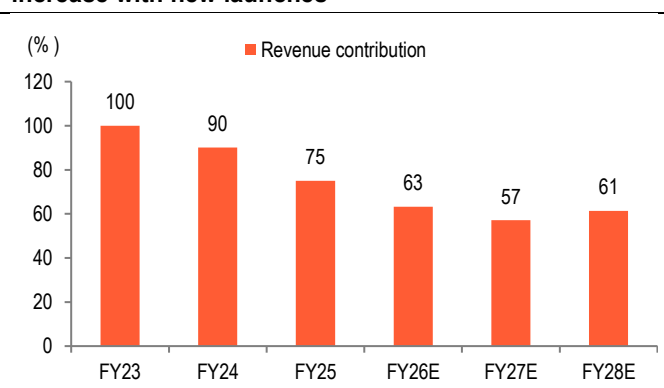
**Fig 16 – List of competitors in existing commercialised products**

ANDA	Strength (mg)	Dossage Form	Competitors	Innovators		Market Share (%)	
				RLD	RS		
Diclofenac Potassium	25	Capsules	Aurobindo Pharma, Bion Pharma, Strides Soft gel	Assertio Therapeutics		NA	
		Tablets	Rubicon Research	Rubicon Research			
	50	Tablets	Novast Labs, RK Pharma , Teva, Unmedical Labs				
Chlorzoxazone	250	Tablets	Ajenat Pharma, CorePharma, Rising Pharma			60.90	
	375		Appco Pharma, Aurobindo Pharma, CorePharma, Dr.Reddy's. Endo Operations, Novitium Pharma & Rising Pharma			60.90	
	500		Aurobindo Pharma, CorePharma, Dr.Reddy's Labs, Novitium Pharma, Rising Pharma	Mikart LLC			
	700		Appco Pharma, Aurobindo Pharma, CorePharma, Dr.Reddy's, Endo Operations, Rising Pharma				
Ketorolac	10	Tablet	Atnahs Pharma, BionPharma, Chartwell Rx Sciences LLC, Hetro Labs, Leading Pharma, Mylan Pharma, Zydus Life	Teva		14.60	
	15	Injection	Alembic Pharma, Aspiro Pharma, Baxter Healthcare, Caplin Steriles, Fresenius Kabil, Gland Pharma, Hikma, Sagent Pharma, Sun Pharma, Wockhardt	Hospira Inc			
	30		Aspiro Pharma, Baxter Healthcare, Caplin Sterlies, Fresenius Kabi, Gland Pharma, Hikma, Hospira, Nephron Pharma, Sagent Pharma, Wockhardt				
Mexiletine Hydrochloride	150	Capsules	Ani Pharma, Annora Pharma, Crossmedika SA, Leading Pharma, Novast Lab, Rising Pharma, Teva			13.80	
	200		Ani Pharma, Annora Pharma, Crossmedika SA, Leading Pharma, Novast Lab, Rising Pharma, Teva			16.20	
	250		Ani Pharma, Crossmedika SA, Leading Pharma, Novast Lab, Rising Pharma, Teva	Teva		10	
Acetaminophen Butalbital / Caffeine	300; 50	Capsules	Granules	Dr.Reddy's		11.20	
		Tablet	Mikart, NE Rx Pharma, Quagen Pharma	LGM Pharma			
	325; 25	Tablet	Larken Labs, Quagen Pharma,	Larken Labs			
		Capsules	Lannett Co Inc, Quagen Pharma,				
	300; 50;40	Capsules	Dr.Reddy's, Granules, Lannett Co Inc, Novast Labs, Nuvo Pharma, Quagen Pharma, Taro Pharma, Aurolife Pharma	LGM Pharma			
	325; 50;40	Tablet	Granules, Lannett Co, LGM Pharma, Mikart LLC, Quagen Pharma	Mikart LLC			

Source: Company, BOBCAPS Research

**Fig 17 – Sales from own market ANDAs**


Source: Company, BOBCAPS Research

**Fig 18 – Revenue contribution from own ANDAs to increase with new launches**


Source: Company, BOBCAPS Research

## One of the highest CGT approvals

SENORES has received CGT approval for various molecules. One of the reasons for many CGT approvals is strategising to cater to mid and small molecule ranging from USD 7mn – 200 mn. This strategy has aided the company with 40% of their total approvals between January'18 and May 2024 obtaining CGT designation; surpassing industry average of 29.2% during the same period. Additionally, as per F&S Report, the company received CGT exclusivity for 75% of its approvals, ranking 2nd in terms of proportion of CGT approvals with exclusivity among companies with a higher-than-average number of CGT approvals.

**Fig 19 – CGT approvals and exclusivity in the industry**

Company	Number of Ingredients with CGT Approval	Number of Ingredients with CGT Exclusivity	Proportion of Ingredients with CGT Exclusivity
Company 1	5	4	80.0%
Company 2	16	12	75.0%
Senores Pharmaceutical Limited	4	3	75.0%
Company 3	4	3	75.0%
Company 4	28	17	60.7%
<b>Industry Average</b>	<b>3</b>	<b>2</b>	<b>52.6%</b>

Source: DRHP

**Fig 20 – Status of Therapy wise pipeline in the regulated market**

Sr. No.	Therapeutic Area	Form	Status	CGT Opportunity/ Exclusivity
1	Beta Blockers	Tablet	Filed	-
2	Beta Blockers	Tablet	Filed	-
3	Anthelmintics	Tablet	Filed	-
4	Anticonvulsants	Capsule	Filed	-
5	Anticonvulsants	Capsule	Filed	-
6	Infertility	Tablet	Filed	Yes
7	Cardiovascular	Capsule	On Stability	-
8	Cardiovascular	Capsule	On Stability	-
9	Cardiovascular	Capsule	On Stability	-
10	Iron Chelators	Tablet	On Stability	-
11	Iron Chelators	Tablet	On Stability	-
12	Pain Management	Tablet	On Stability	-

Sr. No.	Therapeutic Area	Form	Status	CGT Opportunity/ Exclusivity
13	Pain Management	Tablet	On Stability	Yes
14	Anti-Depressant	Capsule	Exhibit ongoing	Yes
15	Anti-Depressant	Capsule	Exhibit ongoing	Yes
16	Antipsychotic	Tablet	Ready for Exhibit	Yes
17	Antipsychotic	Tablet	Ready for Exhibit	Yes
18	Muscle Relaxant	Tablet	Ready for Exhibit	Yes
19	Pain Management	Tablet	Under Development	Yes
20	Pain Management	Tablet	Under Development	Yes
21	Anorectic Agent	Tablet	Under Development	Yes
22	NSAID	Capsule	Under Development	-
23	Anti-Depressant	Capsule	Under Development	Yes
24	Diuretic	Tablet	Under Development	Yes
25	Anticholinergic	Tablet	Under Development	-
26	Selective Serotonin Reuptake Inhibitor	ER Capsule	Under Development	-
27	Selective Serotonin Reuptake Inhibitor	ER Capsule	Under Development	-
28	Anti-epileptic	ER Capsule	Under Development	Yes
29	Antilipemic	Tablet	Under Development	-
30	Antilipemic	Tablet	Under Development	-
31	Antilipemic	Capsule	Under Development	Yes
32	Antilipemic	Capsule	Under Development	Yes
33	Sympathomimetic amine	ER Tablet	Under Development	Yes
34	HMG-CoA reductase inhibitors	ER Tablet	Under Development	-
35	Renin Inhibitor	Tablet	Under Development	-
36	Renin Inhibitor	Tablet	Under Development	-
37	Antidepressant	ER Tablet	Under Development	-
38	Calcium Channel Blockers	ER Capsule	Under Development	Yes

Source: DRHP

## Acquired ANDAs

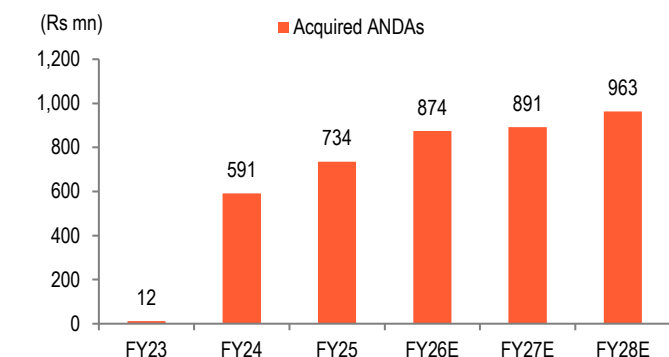
**Acquired ANDAs sales to commercialise from H2FY26** - SENORES had acquired controlling stake in Havix Group at 55% to form its subsidiary. Havix is engaged in the developing, manufacturing and supplying of ANDAs. Post acquisition, it has also ventured into sourcing ANDAs from other manufacturing companies marketed to customers. Currently, SENORES has sourced 16 ANDAs from various companies where it acquired 14 ANDAs from Dr. Reddy's, 1 from Breckenridge and 1 from Wockhardt. Growth in this segment would pick up from 3QFY26 as Dr.Reddy's acquired ANDAs get distributed via multiple/diverse channels, largely to the US government, retail and specialty clinics in tranches. The portfolio consists of controlled substances and a general category of products.

**Fig 21 – Number of Acquired ANDAs**

Acquired ANDAs	Count	Products	Therapy	Market Size	
				IQVIA	Symphony
Dr.Reddy's	14	Basket acquisition	CNS, Cardiac, Antifungal, multiple other therapeutic segments	USD 421 mn	USD1.13 bn
Breckenridge Pharma	1	Roflumilast 250 mcg and 500 mcg tablets	Chronic Obstructive Pulmonary Disease (COPD)	USD 32mn	USD 46 Mn
Wockhardt	1	Enalapril Maleate Tablets - 2.5mg, 5mg, 10 mg and 20 mg	Cardiovascular	USD 109.2 mn	USD 28.6 mn
<b>Total Acquired ANDAs</b>	<b>16</b>				

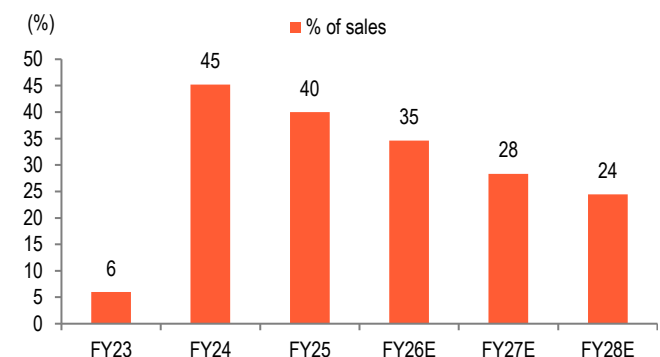
Source: Company, BOBCAPS Research

**Fig 22 – Acquired ANDAs sales**



Source: Company, BOBCAPS Research

**Fig 23 – % of regulated sales**



Source: Company, BOBCAPS Research



## Regulated Market - CDMO

CDMO segment contributes 30% of the regulated market as on FY25. The company participates in the segment through leveraged Atlanta Facility in the US. SENORES provides services from development to manufacturing, which include bio-availability enhancement, integrated development solutions, dose form design, scaling up to commercial manufacturing, technology transfer, method development and validation, stability testing, project management and regulatory support. It also provides customised formulation, development and manufacturing capabilities to address the growing drug and therapy complexity, cost efficiencies and regulatory scrutiny. The company partners with CDMO customers early in the drug development process, enabling them to expand their relationship as molecules progress through clinical phase into commercial manufacturing. The company receives revenue either through Tech transfer, Supply price and Sharing Profit.

SENORES clocks most of its CDMO-CMO sales through its ability to cater to government contracts and manufacture and supply controlled substances in the US with D.A. and B.A. certification for their manufacturing facility, which gives them an advantage vs the other competitors. The company also acts as a pure contract manufacturer for companies like Alkem Laboratories and Jubilant Cadista where they provide manufacturing services to their customers for products developed by them.

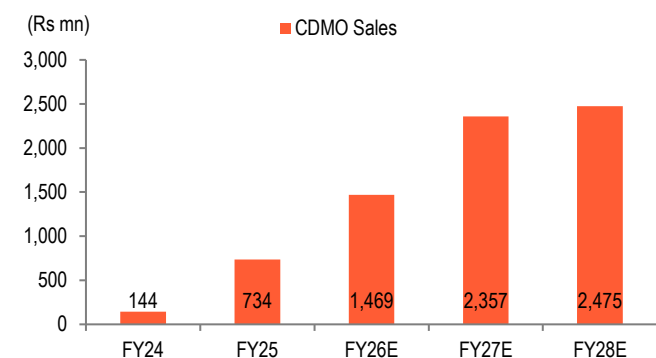
However, as on June'25, SENORES has a steady portfolio of 27 commercialised products and has 53 products in the pipeline at various levels. We expect the commercialised products to reach ~70 by FY27e; thereby expecting the CDMO segment to grow at a CAGR of 50% from FY25-28E.

**Fig 24 – CDMO customers in the regulated market**

CDMO Customers in regulated markets	
Mint Pharmaceuticals Inc	Canada
Solco Healthcare US LLC	US
Ambicare Pharmaceuticals Inc	Canada
Amici Pharmaceuticals Inc	US
Waymade PLC	UK

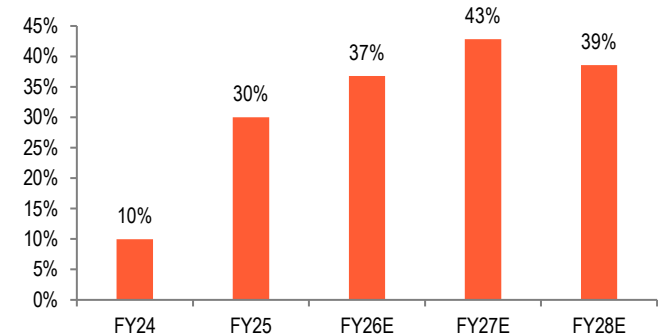
Source: DRHP, BOBCAPS Research

**Fig 25 – CDMO sales to be driven by healthy pipeline**



Source: Company, BOBCAPS Research

**Fig 26 – CDMO sales contribution to increase with commercialization of ~60 projects**

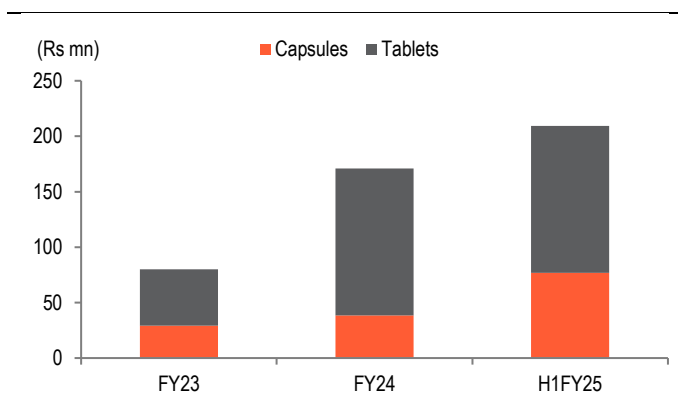


Source: Company, BOBCAPS Research

### CDMO manufacturing unit – Atlanta facility

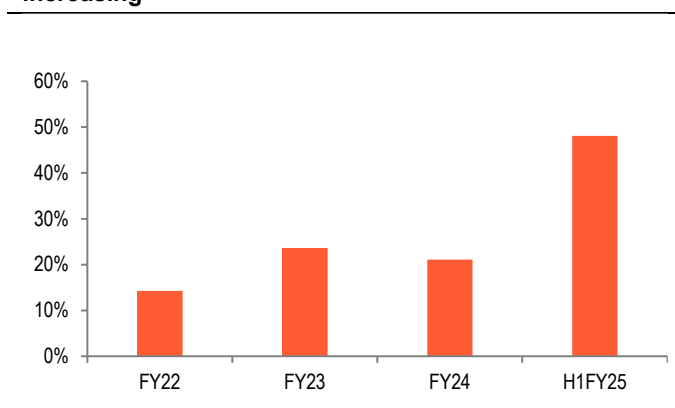
SENORES provides CDMO/CMO service to clients in the regulated market through its Atlanta facility. This facility also caters to certain jurisdictions within the semi-regulated markets including South Africa, Saudi Arabia and Israel. The company has two manufacturing lines in this facility for manufacturing oral solids (tablets and capsules). The Atlanta Facility received USFDA approval in February 2019. Subsequently, it has been audited and approved by the US FDA four times since the commencement of operations, with the latest surprise audit being completed in July'25, which had 3 observations that were procedural and had no impact on the operations.

**Fig 27 – Installed capacity of Atlanta facility**



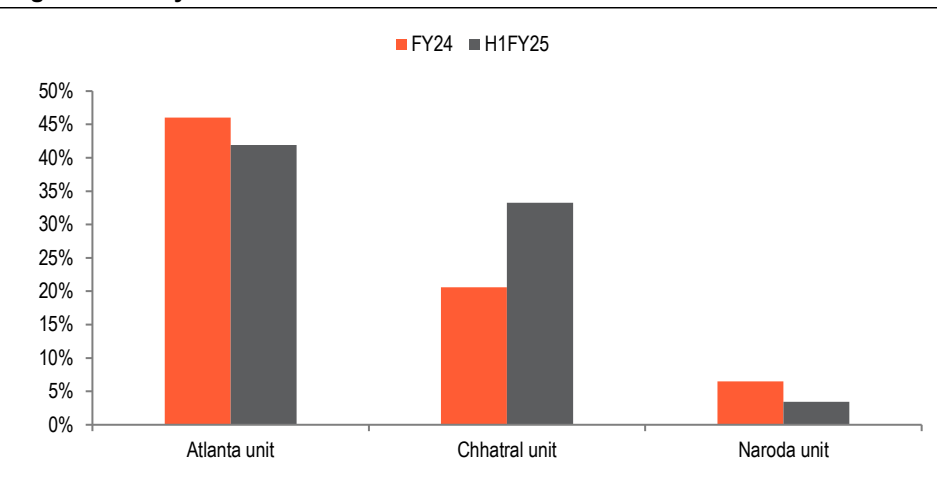
Source: Company, BOBCAPS Research

**Fig 28 – Capacity Utilization of Atlanta facility is increasing**



Source: Company, BOBCAPS Research

**Fig 29 – Facility-wise revenue contribution**



Source: Company, BOBCAPS Research

Revenue contribution from Chhatral facility is increasing on the back of higher traction in injectables in EM.

## EM – significant improvement in EBITDA margin from FY26 led by increase in product realisation

SENORES entered emerging markets by acquiring Ratnatris Pharmaceuticals Private Limited (RPPL). Ratnatris develops, manufactures and markets generic pharma products across several major therapeutic areas for EMs through WHO-GMP approved manufacturing facility at Chhatral (Ahmedabad), Gujarat. Ratnatris became SENORES's subsidiary with effect from December 14, 2023.

Ratnatris marketed its products in 40+ countries in EMs and has obtained product registrations for 308 products as also filed product registrations for 719 products. The Chhatral Facility has received approvals from the regulatory bodies of 10 countries.

Earlier, the company used to follow B2B business model to which they have changed to distribution model. The company has 280 approved products and 680+ approvals awaited. Due to the change in model, the company expects wider penetration of their products and expects per unit realisation to increase from USD 1.6-1.8 per unit to USD2.5-3 per unit. The company also need not incur more capex to raise the per unit realisation in this region.

**Fig 30 – Product registration in EMs**

Region	Product Registration	Product Applications filed	Total
Latin America	70	95	165
Commonwealth of Independent states	60	14	74
Southeast Asia	52	192	244
Africa	22	102	124
Middle East	1	3	4
Total	205	406	611

Source: Company, BOBCAPS Research

### Distribution Model in EM

SENORES participates in EM through Ratnatris Pharmaceuticals. Through Ratnatris, they marketed products in 40+ countries, namely Africa, East Asia region and Latin America. The company has a large depository of products/dossiers exported directly or indirectly to markets such as Philippines, Uzbekistan, Azerbaijan, Nigeria, Peru and Guatemala. SENORES keeps developing products as per market needs across all major therapeutic areas including Cardiovascular, Central Nervous System, Anti-Diabetic, Anti Epileptic and Gastroenterology.

These products are sold through various types of agreements:

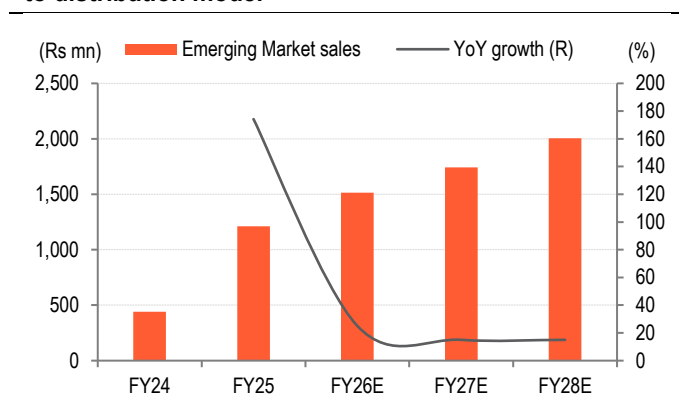
- (i) **Distributor** – SENORES partners with a local distributor in a specific country and directly export products to them from their manufacturing facility. Marketing authorisation holder can be either of the two (i.e., the distributor or Senores) depending on the type of arrangement.
- (ii) **P2P**- SENORES exports its products to other countries via local marketing companies who have their own tie-ups in those countries.

- (iii) **CDMO-** SENORES partners with Indian pharma companies who export their products to other countries manufactured in their own manufacturing facilities. SENORES has a dedicated region-wise business development and operations team for Africa, Latin America, Southeast Asia, Commonwealth of Independent States and the Middle East regions.

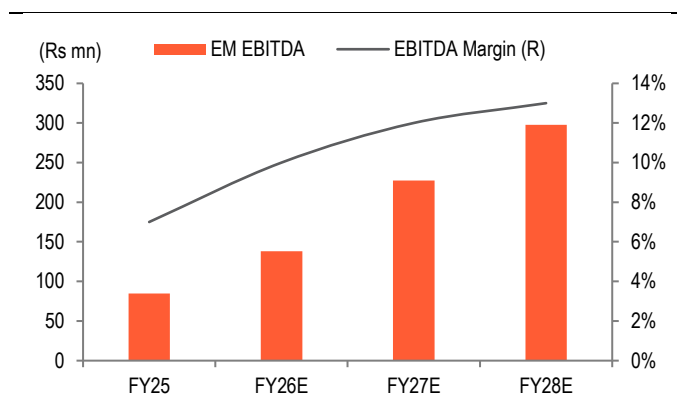
**Fig 31 – Distribution Model**

Business Model	Description	Responsibility of Product Filing and Product Registration	Responsibility for Dossier Preparation	Responsibility for Marketing
Distributor Model	Manufacture formulations showcased to distributors in different geographies in EMs. Distributors distribute products under their brands	Company or Distributor, depending on the nature of arrangement	company	Distributor
P2P Model	Manufacture formulations for major Indian pharma companies including through P2P model.	Customer	Customer	Customer
CDMO	Through CDMO model, we partner with major Indian pharma companies	Customer	company	Customer
Own Brands	In the process of setting up this business model in EMs through which they will manufacture and market products under their own brand names	Company	Company	Company or Distributor

Source: Company, BOBCAPS Research

**Fig 32 – Emerging Market sales to increase with change to distribution model**


Source: Company, BOBCAPS Research

**Fig 33 – EBITDA for Emerging Market**


Source: Company, BOBCAPS Research

## Critical Care

SENORES launched this segment in August, 2022 for supplying critical care injectables across 22 states of India in 80-90 hospitals through distributors launched to leverage their injectable manufacturing capabilities. Part of the critical care injectables is manufactured at Chhatral Facility and part sourcing is done from injectables players in the Indian market. SENORES launched 55 own products in major therapeutic segments including antibiotics, anti-bacterial, anti-fungal and blood line. SENORES have created a dedicated team of 100+ employees that includes experienced medical representatives, area sales managers, zonal sales heads, regional sales heads, and national sales heads from major pharma companies in India to carry out sales and marketing activities. There is immense scope for deeper penetration, hence we expect this segment to grow at a CAGR of 21% from FY25-28E.

Following is the list of products the company manufactures in its critical care injectables:

**Fig 34 – Critical care injectables manufactured at third party site**

Sr. No.	Brand	Product
1.	AZTREOSEN	Aztreonam injection 1gm
2.	CASPOSEN 50	Caspofungin Acetate for injection 50mg
3.	CASPOSEN 70	Caspofungin Acetate for injection 70mg
4.	CEFOSENTUM	Cefoperazone + sulbactam injection 1.5gm
5.	IMMUNOSEN	Human IVIG IP 5% Sol.
6.	SENADREN	Adrenaline injection 1mg/1ml
7.	SENCOLIS 1	Colistimethate sodium injection 1MIU
8.	SENCOLIS 2	Colistimethate sodium injection 2MIU
9.	SENCOLIS 3	Colistimethate sodium injection 3MIU
10.	SENDOR-DT	Doripenem + EDTA injection 500mg
11.	SENGLUTA	Glutathione for injection 600mg
12.	SENLIPRESSIN	Terlipressin injection 1mg/10ml
13.	SENOCYCLINE	Tigecycline for injection 50mg
14.	SENOFEN	Diclofenac injection 75mg/1ml
15.	SENOHEP 25	Heparin Sodium injection 25000IU/5ml
16.	SENOHEP 5	Heparin Sodium injection 5000IU/5ml
17.	SENOPENUM 1000	Meropenem injection 1gm
18.	SENOPENUM 500	Meropenem injection 0.5gm
19.	SENOPENUM-DT	Meropenem injection 1gm + EDTA
20.	SENOPENUM-SDT	Meropenem + Sulbactam Inj. 1.5gm + EDTA
21.	SENOPLANIN 200	Teicoplanin for injection 200mg
22.	SENOPLANIN 400	Teicoplanin for injection 400mg
23.	SENOTAZ-DT	Piperacillin Tazobactam injection 4.5+ EDTA
24.	SENOXAPARIN 40	Enoxaparin Sodium injection 40mg/0.4ml
25.	SENOXAPARIN 60	Enoxaparin Sodium injection 60mg/0.6ml
26.	SENPOLY	Polymyxin b for injection 5,00,000 IU
27.	SENPOLY PLUS	Polymyxin b for injection 7,50,000 IU
28.	SENUMIN	Albumin IP 20% Sol.
29.	SENVASO	Vasopressin injection 20IU/1ml
30.	SENOTERI	Teriparatide injection 750 mcg/ 3ml

Source: Company's RHP

**Fig 35 – Few critical care portfolio products manufactured at Chhatral facility**

S. No	Product	Therapeutic Area
1	Albumin	Blood line
2	Colistimethate Sodium	Anti-Bacterial
3	Tigecycline	Antibiotics
4	Cefuroxime Axetil	Anti-Bacterial
5	Caspofungin Acetate	Anti-Fungal
6	Glutathione	Anti-Oxidant
7	Enoxaparin	Blood line
8	Teicoplanin	Anti-Bacterial
9	Meropenem	Antibiotics
10	Iron Sucrose	Blood line

Source: Company, BOBCAPS Research

## API

SENORES commenced manufacturing of APIs in Mar'2023 with the objective of backward integration activity. Currently, API business caters to domestic market and SAARC countries and the aim is to be manufacturing APIs for regulated markets and in semi-regulated markets as a direct product sale. APIs are manufactured through its Naroda Facility, New facility, has commenced operations since April 2025; new greenfield unit for manufacturing APIs at Chhatral, Gujarat, is in process. Currently, they have a portfolio of 16 APIs, which includes oncology APIs. The company intends to ramp up installed capacity of manufacturing APIs from 25 MTPA to 169 MTPA through the setting up of new greenfield unit. They believe backward integration through manufacturing of APIs will help minimise dependence on third party vendors and allows them to gain greater market competitiveness. SENORES serves 183 customers in its API business including Akum Drugs & Pharmaceuticals Limited, Lincoln Pharmaceuticals Limited, Acme Lifetech LLP among others.

**Fig 36 – Portfolio of APIs for Domestic and SAARC regions**

S. No	API	Therapeutic Area
1	Anastrozole	Anti-Psychotic
2	Aripiprazole	Anti-Psychotic
3	Benfotiamine	Central Nervous System
4	Clomiphene Citrate	Infertility
5	Desloratadine	Antihistamine
6	Desvenlafaxine Succinate	Anti-depressant
7	Fluoxetine Hydrochloride	Anti-depressant
8	Imatinib Mesylate	Oncology
9	Letrozole	Oncology
10	Mesalamine	Anti-Inflammatory
11	Nicardipine Hydrochloride	Cardiovascular
12	Oxcarbazepine	Anticonvulsants
13	Rivaroxaban	Cardiovascular
14	Tamsulosin Hydrochloride	Urology
15	Tofacitinib Citrate	Alpha Blocker

## Manufacturing facilities

**Fig 37 – Manufacturing facilities**

Facility	Location	Entity under which the Facility is housed	Dossage	Capacity	Utilisation (%)	Key approvals
Atlanta Facility	Atlanta US	Havix	Oral Solids	Capsules 34 mn, Tablet 132 mn	21	USFDA, DEA, Compliant with Trade Agreements Act, Compliant with Buy American Act
Chhatral Facility	Chhatral Ahmedabad	RPPL	Oral Solids	General Orals 580 mn, Injectables 50 mn, Beta Lactum oral dosage 511 mn	57	WHO -GMP, Ministry of Health, Cambodia, Ministry of Health and Public Hygiene, Ivory Coast, Pharmacy and Poisons Board, Kenya, National Agency for Food and Drug Administration and Control, Nigeria (NAFDAC), National Authority of Medicines, Medical Devices and Health Products, Peru, Food and Drug Administration, Philippines, Drug Regulatory Authority, Sri Lanka, Zambia Medicines Regulatory Authority, Liberia Medicines & Health Products Regulatory Authority (LMHRA)
Naroda Facility	Gujarat India	Senores Pharma	API	25 MT	75	Indian GMP Guidelines

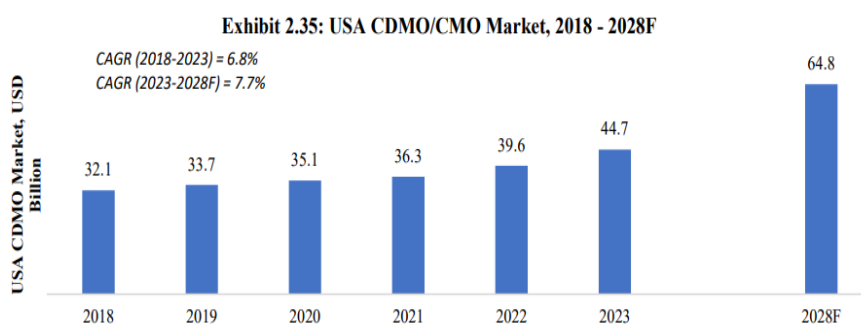
Source: Company, BOBCAPS Research

**Fig 38 – Revenue from facility**

Facility	Revenue from facilities IN H1FY24	Revenue Contribution (%)	Revenue from facilities in FY24	Revenue Contribution (%)
Atlanta Facility	759	42	987	46
Chhatral Facility	602	33	442	21
Naroda Facility	62	3	139	6

Source: Company, BOBCAPS Research

**Fig 39 – CDMO market size in US**



Source: Frost & Sullivan

Source: Frost & Sullivan

## Management Team

**Fig 40 – Management Team**

Name	Designation	No of years of Experience	Profile	Qualification
Swapnil Jatinbhai Shah	Managing Director	17 years	He is leading the overall company functions as part of the core management team	MBA from Hofstra University, New York and a Bachelor's in Chemical Engineering from Nirma University
Sanjay Shaileshbhai Majmudar	Chairman & Non-Executive, Non-Independent Director	39 years	He is a partner at Parikh & Majumdar, Chartered Accountants since December 12, 1988 and the proprietor of Sanjay Majumdar & Associates since May 2, 1985. He has 39+ years of experience. Currently serves as a director on the board of AIA Engineering Limited and serves as the chairperson of its audit committee. He serves on the board of Ashima Limited and is a member of audit committee of Ashima Limited.	Holds Bachelor's in Commerce from Navgujarat Commerce College, Gujarat University
Chetan Shah	Whole Time Director/ Chief Operating Officer	24 years	He has 24+ years of experience in the pharmaceutical industry and was previously associated with companies such as Torrent Pharmaceuticals Limited and Cadila Pharmaceuticals Limited.	Bachelor's degree in Industrial Engineering from Lukhdirji Engineering College, Saurashtra University and PG diploma in Industrial Engineering from the National Institute of Industrial Engineering
Deval Shah	Whole Time Director/ Chief Financial Officer	40 years	He was previously associated with SAI Consulting Engineers Private Limited as CFO.	Holds Bachelor's degree in Commerce from Navgujarat Commerce College, Gujarat University and a Bachelor's in Law from L.A. Shah Law College, Gujarat University.
Hemanshu Nitinchandra Pandya	Non Executive, Non Independent Director	4 years	He was previously associated with Cyrilmed LLC as a consultant and is currently associated with Havix Group Inc. d/b/a Aavis Pharmaceuticals as a Director & Chief Business Officer.	He holds B.A. from Rutger's College, State University of New Jersey, USA.

Source: Company, BOBCAPS Research



Company Profile

SENORES is a global research-driven pharmaceutical company engaged in developing and manufacturing a wide range of pharmaceutical products predominantly for the regulated Markets of US, Canada and UK across various therapeutic areas and dosage forms, with a presence in Emerging Markets. Their strength lies in identifying, developing and manufacturing a diverse range of specialty, underpenetrated and complex pharmaceutical products. Through data analytics, research, market assessment and experienced management, SENORES strategically identifies commercially underpenetrated molecules to launch products in the regulated and emerging markets.

The company leverages its R&D capabilities to develop and manufacture a portfolio of differentiated complex pharmaceutical products. Focus on quality and its ability to identify specialty and complex molecules has resulted in a pipeline of curated complex products spanning diverse dosage forms and therapeutic domains, demonstrated through their partnerships in the regulated markets of US, Canada and UK with foreign and Indian pharma companies including Prasco LLC, Lannett Company Inc., Jubilant Cadista Pharmaceuticals Inc., Alkem Laboratories Limited, Sun Pharmaceuticals Industries Limited, Dr. Reddy's Laboratories Inc. and Cipla USA Inc. They have a presence in the Emerging Markets across 43 countries where they also manufacture critical care injectables and APIs.

Fig 41 – Company Profile



Source: Company, BOBCAPS Research

## Valuation Methodology

SENORES has a unique business model where the focus is on dealing with small molecules whose market size is in the USD7-200 mn range with low competition and enjoys exclusivity in many molecules. Senores Pharma also has a decent client base, from which it earns transfer fees and shares in the profits from manufacturing these molecules. Regulated market growth is expected to be driven by CDMO sales and commercialisation of acquired ANDAs. Its Emerging Market per unit realisation has doubled, resulting in an increase in EBITDA margin.

We believe SENORES' high growth trajectory is likely to continue with 1) increasing new launches across segments 2) higher per unit realisation 3) strong distribution partner in EMs 4) increasing capacity in the API segment aiding to backward integration 5) immune to macro headwinds in the US due to a plant there 6) cost rationalisations.

We model in sales/EBITDA/PAT CAGR of 29%/37%/45% respectively from FY25-28E thus initiating with BUY. On June'27, we ascribe a PE of 26x on June'27 due to the sustainability of its high growth trajectory to arrive at TP of Rs 850 per share.

## Financials

### Income Statement

Y/E 31 Mar (Rs mn)	FY24A	FY25A	FY26E	FY27E	FY28E
<b>Total revenue</b>	<b>2,145</b>	<b>3,983</b>	<b>5,518</b>	<b>7,291</b>	<b>8,480</b>
EBITDA	416	897	1,380	1,896	2,290
Depreciation	100	168	207	255	276
EBIT	316	729	1,173	1,640	2,014
Net interest inc./(exp.)	(95)	(216)	(166)	(88)	(59)
Other inc./(exp.)	28	193	150	200	250
Exceptional items	0	0	0	0	0
EBT	249	706	1,157	1,753	2,205
Income taxes	(78)	122	208	351	441
Extraordinary items	0	0	0	0	0
Min. int./Inc. from assoc.	13	0	0	0	0
<b>Reported net profit</b>	<b>314</b>	<b>583</b>	<b>949</b>	<b>1,402</b>	<b>1,764</b>
Adjustments	0	0	0	0	0
<b>Adjusted net profit</b>	<b>314</b>	<b>583</b>	<b>949</b>	<b>1,402</b>	<b>1,764</b>

### Balance Sheet

Y/E 31 Mar (Rs mn)	FY24A	FY25A	FY26E	FY27E	FY28E
Accounts payables	1,130	672	907	1,198	1,394
Other current liabilities	52	60	110	146	170
Provisions	26	53	74	97	113
Debt funds	1,756	2,008	1,004	753	565
Other liabilities	0	0	0	0	0
Equity capital	305	461	461	461	461
Reserves & surplus	2,012	7,658	8,417	9,539	10,950
Shareholders' fund	2,317	8,119	8,878	9,999	11,410
<b>Total liab. and equities</b>	<b>5,282</b>	<b>10,912</b>	<b>10,973</b>	<b>12,194</b>	<b>13,652</b>
Cash and cash eq.	131	3,855	5,211	5,375	6,107
Accounts receivables	1,120	1,239	1,663	2,197	2,556
Inventories	374	566	756	999	1,162
Other current assets	254	468	717	948	1,102
Investments	0	0	0	0	0
Net fixed assets	1,613	2,082	2,132	2,182	2,232
CWIP	178	442	442	442	442
Intangible assets	1,534	2,208	0	0	0
Deferred tax assets, net	79	52	52	52	52
Other assets	0	0	0	0	0
<b>Total assets</b>	<b>5,282</b>	<b>10,912</b>	<b>10,973</b>	<b>12,194</b>	<b>13,652</b>

### Cash Flows

Y/E 31 Mar (Rs mn)	FY24A	FY25A	FY26E	FY27E	FY28E
<b>Cash flow from operations</b>	<b>176</b>	<b>19</b>	<b>764</b>	<b>1,088</b>	<b>1,658</b>
Capital expenditures	(518)	(469)	(1,000)	(1,200)	(1,200)
Change in investments	165	0	0	0	0
Other investing cash flows	0	0	0	0	0
<b>Cash flow from investing</b>	<b>(353)</b>	<b>(469)</b>	<b>(1,000)</b>	<b>(1,200)</b>	<b>(1,200)</b>
Equities issued/Others	207	155	0	0	0
Debt raised/repaid	1,259	252	(1,004)	(251)	(188)
Interest expenses	(95)	(216)	(166)	(88)	(59)
Dividends paid	(63)	(117)	(190)	(280)	(353)
Other financing cash flows	(1,161)	4,091	2,951	895	874
<b>Cash flow from financing</b>	<b>147</b>	<b>4,166</b>	<b>1,592</b>	<b>276</b>	<b>274</b>
<b>Chg in cash &amp; cash eq.</b>	<b>(30)</b>	<b>3,715</b>	<b>1,356</b>	<b>164</b>	<b>732</b>
<b>Closing cash &amp; cash eq.</b>	<b>(29)</b>	<b>3,846</b>	<b>5,211</b>	<b>5,375</b>	<b>6,107</b>

### Per Share

Y/E 31 Mar (Rs)	FY24A	FY25A	FY26E	FY27E	FY28E
Reported EPS	6.8	12.7	20.6	30.4	38.3
Adjusted EPS	6.8	12.7	20.6	30.4	38.3
Dividend per share	2.1	2.5	4.1	6.1	7.7
Book value per share	23.3	89.6	98.3	111.1	127.2

### Valuations Ratios

Y/E 31 Mar (x)	FY24A	FY25A	FY26E	FY27E	FY28E
EV/Sales	3.3	2.0	1.2	0.5	0.3
EV/EBITDA	17.2	8.8	4.9	2.0	1.1
Adjusted P/E	102.3	55.1	33.9	22.9	18.2
P/BV	30.0	7.8	7.1	6.3	5.5

### DuPont Analysis

Y/E 31 Mar (%)	FY24A	FY25A	FY26E	FY27E	FY28E
Tax burden (Net profit/PBT)	126.1	82.7	82.0	80.0	80.0
Interest burden (PBT/EBIT)	79.0	96.9	98.7	106.8	109.5
EBIT margin (EBIT/Revenue)	14.7	18.3	21.3	22.5	23.8
Asset turnover (Rev./Avg TA)	21.5	14.2	13.9	17.8	18.7
Leverage (Avg TA/Avg Equity)	2.0	1.4	1.2	1.1	1.1
<b>Adjusted ROAE</b>	<b>25.2</b>	<b>11.8</b>	<b>11.5</b>	<b>15.3</b>	<b>16.9</b>

### Ratio Analysis

Y/E 31 Mar	FY24A	FY25A	FY26E	FY27E	FY28E
<b>YoY growth (%)</b>					
Revenue	507.1	85.6	38.6	32.1	16.3
EBITDA	228.1	115.8	53.8	37.4	20.8
Adjusted EPS	(20.6)	85.6	62.6	47.8	25.8

### Profitability & Return ratios (%)

EBITDA margin	19.4	22.5	25.0	26.0	27.0
EBIT margin	14.7	18.3	21.3	22.5	23.8
Adjusted profit margin	14.7	14.6	17.2	19.2	20.8
Adjusted ROAE	25.2	11.8	11.5	15.3	16.9
ROCE	9.2	13.2	18.4	25.0	26.6

### Working capital days (days)

Receivables	191	114	110	110	110
Inventory	64	52	50	50	50
Payables	192	62	60	60	60

### Ratios (x)

Gross asset turnover	1.4	2.0	1.8	1.7	1.6
Current ratio	1.6	7.8	7.6	6.6	6.5
Net interest coverage ratio	3.3	3.4	7.1	18.7	34.0
<b>Adjusted debt/equity</b>	<b>0.8</b>	<b>(0.2)</b>	<b>(0.5)</b>	<b>(0.5)</b>	<b>(0.5)</b>

Source: Company, BOBCAPS Research | Note: TA = Total Assets

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**BUY** – Expected return >+15%

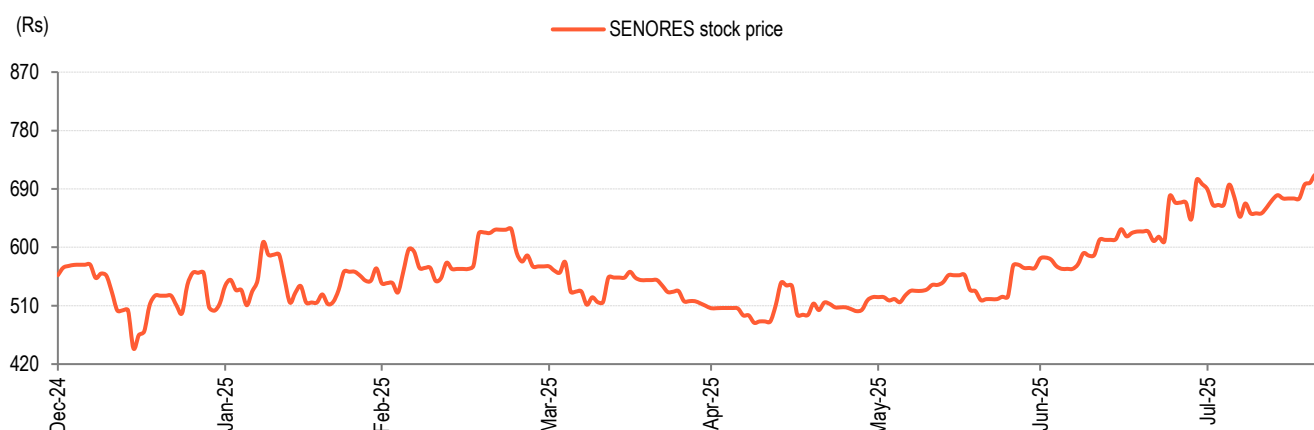
**HOLD** – Expected return from -6% to +15%

**SELL** – Expected return <-6%

**Note:** Recommendation structure changed with effect from 21 June 2021

Our recommendation scale does not factor in short-term stock price volatility related to market fluctuations. Thus, our recommendations may not always be strictly in line with the recommendation scale as shown above.

## Ratings and Target Price (3-year history): SENORES PHARMA (SENORES IN)



B – Buy, H – Hold, S – Sell, A – Add, R – Reduce

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