



ABBOTT INDIA

Pharmaceuticals

Mixtard discard to result in highest-ever EBITDA margin

- Novo Nordisk insulin brand outgo to result in 330 bps and 670 bps increase in EBITDA margin to 30.9% and 34.9% for FY26E and FY27E
- Discontinuation of Pen-based insulin to result in minimal reduction of 2% on FY26E EPS and 4% on FY27E EPS
- Due to the highest-ever EBITDA margin, we ascribe a PE of 43x (earlier 41x) to maintain our TP of Rs 35,292/ sh.

Mixtard brand discontinuation to be margin-accretive: Latest news of the Mixtard brand discontinuation from H2FY26 due to shortage of pen capacity to be margin-accretive for Abbott India. Abbott markets Novo Nordisk insulin products in India. Globally, Novo Nordisk is facing a shortage of pen capacity, given the rising demand for GLP products. We envisage ~70% of Novo Nordisk products to be penbased, which can be discontinued from H2FY26E. As Novo Nordisk products are inlicensed, margins are much lower than the company-level margin. Insulin discontinuation to result in 330 bps and 670 bps increase in EBITDA margin to 30.9% and 34.9% respectively, for FY26E and FY27E.

Huge audience for GLP-1 in India- GLP product Semaglutide is approved for dual indication, Type 2 Diabetes, and weight loss in India. It has a huge market where Type 2 Diabetes is expected to increase from 77mn individuals in 2019 to 134 mn individuals by 2045 and obesity is expected to go up to 440 mn individuals by 2050, as per National Institute of Health. As per Horizon Grand View Research, GLP market in India is expected to increase from USD105mn in 2023 to USD 578mn by 2030. In the US, Rx count for GLP-1 has risen by 700% over a period of 4 years from 21,000 in 2019 to 1,74,000 in 2023. We expect similar growth to emulate in India when Semaglutide goes off-patent on March'26. We expect Wegovy/ Ozempic sales for Novo Nordisk to commence in FY27 and clock atleast Rs 2.4bn sales in FY27.

EPS impact of 2% in FY26E and 4% in FY27E- As IPM's largest brand Mixtard (Rs 8bn) and other pen-based insulin brands are expected to go off the shelf after 6 months, which can be ~70% of Novo's sales. However, we expect lesser impact of 2% on EPS for FY26E to Rs 719/sh and 4% in FY27E to Rs 820/ sh as pen-based insulin gets discarded. We factor in GLP-1 sales of Rs 2.4bn in FY27E.

Maintain BUY– We maintain BUY. On revised EPS, the stock trades at 41x and 36x on FY26E and FY27E EPS, and due to rising GLP opportunity, higher margin and industry leading return ratios, we would like to ascribe a PE of 43x to maintain our PT of Rs 35292/ sh.

29 April 2025

Foram Parekh research@bobcaps.in

Key changes

	Target	Rating
	<►	<►
Ticke	er/Price	BOOT IN/Rs 29,780
Mark	et cap	US\$ 8.1bn
Free	float	50%
3M A	DV	US\$ 5.3mn
52wk high/low		Rs 31,899/Rs 25,325
Prom	noter/FPI/DII	0%/0%/0%

Source: NSE | Price as of 28 Apr 2025

Key financials

Y/E 31 Mar	FY24A	FY25E	FY26E
Total revenue (Rs mn)	57,798	64,319	63,331
EBITDA (Rs mn)	14,531	17,197	19,571
Adj. net profit (Rs mn)	12,012	13,842	15,236
Adj. EPS (Rs)	565.3	651.4	717.0
Consensus EPS (Rs)	565.3	651.4	717.0
Adj. ROAE (%)	34.9	35.0	34.1
Adj. P/E (x)	52.7	45.7	41.5
EV/EBITDA (x)	47.3	40.0	35.1
Adj. EPS growth (%)	26.5	15.2	10.1
Courses Company Bloomborn BOD			

Source: Company, Bloomberg, BOBCAPS Research

Stock performance

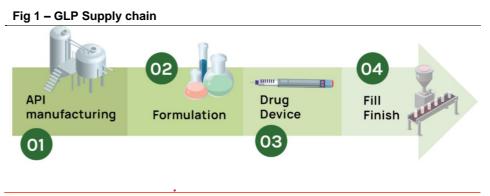


Source: NSE





GLP supply chain



Source: BOBCAPS Research

Due to the rising demand for GLP products, All Indian pharma companies have invested in this space. The space is expected to expand rapidly in a short period of time. From our domestic pharma companies, Dr Reddy's and Eris have installed end-to-end capacity for GLP products and intend to launch in the first wave.

•			•			
API Man	nufacturing	Form	ulation		Drug Device	Fill Finish
Dr.Reddy's	End	to	End	Сар	abilities	(Organically)
Eris	Lifesciences	End	to	End	Capabilities	(Inorganically)
		L	upin			
		C	ipla			
						One Source
					Shaily Engineering	
		AI	kem			
C)ivi's					
Source: Compa	ny, BOBCAPS Resea	rch				

Fig 2 – Company wise GLP Participation in India

any

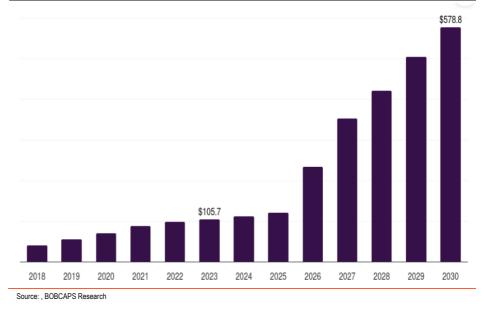


Fig 3 – GLP market formation in India



Fig 4 – Abbott India drugs portfolio

Fig 4 – Abbot	MAT VAL MAR 21	MAT VAL MAR 22	YoY Growth (%)	MAT VAL MAR 23	YoY Growth (%)	MAT VAL MAR 24	YoY Growth (%)	MAT VAL MAR 25	YoY Growth (%)	4 years CAGR (%)	MAT UNIT MAR 25	GR MAT UNIT MAR 25 (%)
UDILIV	3,380	4,480	33	4,660	4	5,620	21	6,230	11	17	11,111	10
THYRONORM	3,280	3,710	13	4,420	19	4,720	7	5,350	13	13	40,798	6
VERTIN	2,790	3,170	13	2,950	(7)	3,340	13	3,370	1	5	14,834	3
DUPHALAC	1,800	2,510	39	2,900	16	2,970	3	3,130	5	15	15,338	0
DUPHASTON	2,290	3,050	33	2,950	(3)	2,800	(5)	2,820	0	5	4,355	(11)
CREMAFFIN PLUS	1,440	1,760	22	1,800	2	2,000	11	2,370	19	13	10,598	0
ACITROM	1,090	1,400	28	1,530	9	1,680	10	1,970	17	16	5,818	0
DIGENE	1,120	1,330	19	1,290	(3)	1,410	9	1,680	19	10	42,302	7
LMWX	720	1,000	38	780	(22)	1,220	56	1,440	18	19	3,449	47
ARACHITOL	520	790	53	870	9	970	12	1,380	41	28	20,281	8
FINECEF	490	680	40	730	7	1,010	38	1,090	7	22	23,032	30
BETONIN AST	680	790	16	750	(4)	980	30	1,040	6	11	5,907	18
ZOLFRESH	730	880	20	950	8	920	(3)	970	6	7	10,534	0
TOSSEX	460	660	43	600	(10)	830	38	960	17	20	6,372	26
EPTOIN	1,040	1,070	3	960	(10)	980	2	950	(4)	(2)	9,430	(3)
LIBRIUM	320	510	60	650	29	790	20	900	15	30	7,358	8
INFLUVAC TETRA	450	480	5	450	(5)	760	67	830	10	16	468	40
PROTHIADEN	710	800	12	750	(6)	850	13	810	(5)	3	4,496	1
GTN (PHC)	410	460	11	500	9	600	21	770	29	17	3,598	9
AMOXYCLAV	100	190	86	430	126	610	42	720	19	63	9,157	39
KENACORT	0	0	NA	0	NA	0	NA	470	NA	NA	3,219	NA
MALIDENS	270	230	(14)	250	10	340	34	450	34	14	1,047	(20)
PENTIDS	470	460	(1)	530	15	530	(1)	430	(18)	(2)	23,288	(11)
DUVADILAN	390	410	4	410	2	440	7	430	(2)	2	4,517	(2)
NOVELON	300	340	16	340	0	350	3	360	0	5	1,505	(2)
BRUFEN	260	340	29	340	(1)	350	4	350	(1)	7	21,572	(6)
REJOINT NEW	160	250	59	290	16	300	2	310	5	19	701	(6)
SELSUN	380	260	(32)	200	(26)	210	10	310	47	(5)	1,382	0
ESTRABET	70	110	63	160	51	200	19	250	25	40	531	7
SOLSPRE	50	100	95	130	27	150	18	170	13	34	471	5
CITRO SODA	90	70	(19)	70	(8)	90	37	120	33	7	5,618	26

Source: AWACS, BOBCAPS Research

Fig 5 – OTC product sales VAL in Rs mn GR MAT UNIT MAR 25 YoY YoY YoY YoY MAT MAT VAL MAR 22 MAT VAL MAR 23 MAT VAL MAR 25 MAT VAL MAR 21 MAT VAL MAR 24 4 years CAGR (%) BRAND Growth Growth Growth Growth UNIT (%) (%) (%) (%) **MAR 25** (%) DIGENE 1,330 7 1,120 19 1,290 (3) 1,410 9 1,680 19 10 42,302 CREMAFFIN PLUS 1,440 1,760 22 1,800 2 2,000 11 2,370 19 13 10,598 0 BRUFEN 4 7 260 340 29 340 (1) 350 350 (1) 21,572 (6) SELSUN 380 260 (32) 200 (26) 210 10 310 45 (5) 1,382 0

Source: BOBCAPS Research



VAL in Rs mn

Fig 6 – Segmental sales

Fig 6 – Segmental salesVAL in Rs r													
Particulars	MAT VAL MAR 21	MAT VAL MAR 22	YoY Growth (%)	MAT VAL MAR 23	YoY Growth (%)	MAT VAL MAR 24	YoY Growth (%)	MAT VAL MAR 25	YoY Growth (%)				
Total core sales	38,440	47,030	22	4,8120	2	5,5740	16	61,090	10				
Total OTC Sales	3,220	3,700	15	3,620	(2)	3,970	10	4,700	18				
OTC Contribution (%)	8	8		8		7		8					
Top 10 drugs contribution	22,940	28,420	24	29,530	4	33,670	14	37,030	10				
% contribution	60	60		61		60		61					
Top 20 drugs contribution	33,280	40,270	21	41,120	2	47,820	16	52,200	9				
% contribution	87	86		85		86		85					

Source: AWACS, BOBCAPS Research

Fig 7 – Novo Nordisk sales in India

Companies	BRAND	MAT VAL MAR 21	MAT VAL MAR 22	YoY Growth (%)	MAT VAL MAR 23	YoY Growth (%)	MAT VAL MAR 24	YoY Growth (%)	MAT VAL MAR 25	YoY Growth (%)	4 years CAGR growth (%)	MAT UNIT MAR 25	GR MAT VAL MAR 25 (%)	GR MAT UNIT MAR 25 (%)
Novo Nordisk	MIXTARD	8,230	8,210	0	7,850	(4)	7,620	(3)	7,760	2	(1)	38,886	2	(6)
Novo Nordisk	RYZODEG	2,220	2,610	18	3,440	32	4,450	29	5,770	30	27	5,599	30	23
Novo Nordisk	RYBELSUS	0	60	NA	1,000	1461	2,750	174	3,960	44	NA	1,478	44	169
Novo Nordisk	NOVOMIX	4,600	4,090	(11)	3,910	(4)	3,840	(2)	3,760	(2)	(5)	4,935	(2)	(7)
Novo Nordisk	NOVORAPID	2,150	1,900	(12)	1,920	1	1,890	(2)	1,980	5	(2)	2,386	5	(9)

Source: AWACS, BOBCAPS Research

Fig 8 – Abbott's (Including Novo Nordisk) top 10 products

Fig 8 – A	bbott's	(Including	Novo Nordisk)	top 10 prod	lucts						VAL i	in Rs mn
Companies	RANK	BRAND	SUBGROUP NAME	SUPERGRO UP	MAT VALUE MAR 24	MAT VALUE MAR 25	MAT VALUE GR MAR 25	MAT VALUE MS MAR 25	MAT UNIT MAR 24	MAT UNIT MAR 25	MAT UNIT GR MAR 25	MAT UNIT MS MAR 25
Novo Nordisk	1	MIXTARD	HUMAN PREMIX INSULIN A10C41	ANTI DIABETIC	7,598	7,718	1.6	5.8	37,587.7	38,757.5	3.1	3.5
Abbott India	2	UDILIV	URSODEOXYCHO LIC ACID A5A219	GASTRO INTESTINAL	5,610	6,296	12.2	4.7	11,019.6	11,148.0	1.2	1.0
Novo Nordisk	3	RYZODEG	INSULIN DEGLUDEC + INSULIN ASPART A10C33	ANTI DIABETIC	4,481	5,890	31.4	4.4	4,518.4	5,725.1	26.7	0.5
Abbott India	4	THYRONORM	LEVO-THYROXINE (SYNTHETIC) H3A002	HORMONES	4,730	5,394	14.0	4.1	36,583.0	41,165.2	12.5	3.7
Novo Nordisk	5	RYBELSUS	SEMAGLUTIDE A10S5	ANTI DIABETIC	2,880	3,971	37.9	3.0	1,078.6	1,480.3	37.2	0.1
Novo Nordisk	6	NOVOMIX	BIPHASIC ASPART A10C31	ANTI DIABETIC	3,832	3,761	(1.9)	2.8	5,366.7	4,904.9	(8.6)	0.4
Abbott India	7	VERTIN	BETAHISTINE N7C319	NEURO / CNS	3,314	3,394	2.4	2.6	16,244.3	14,811.5	(8.8)	1.3
Abbott India	8	DUPHALAC	LACTULOSE A6A149	GASTRO INTESTINAL	2,988	3,138	5.0	2.4	14,928.5	15,393.6	3.1	1.4
Abbott India	9	DUPHASTON	DYDROGESTERO NE G3A549	GYNAECOL OGICAL	2,779	2,828	1.8	2.1	4,681.0	4,345.1	(7.2)	0.4
Abbott Healthcare	10	STEMETIL	PROCHLORPERAZ INE A4A1129	GASTRO INTESTINAL	2,369	2,778	17.3	2.1	32,809.4	35,710.2	8.8	3.2

Source: BOBCAPS Research

EQUITY RESEARCH

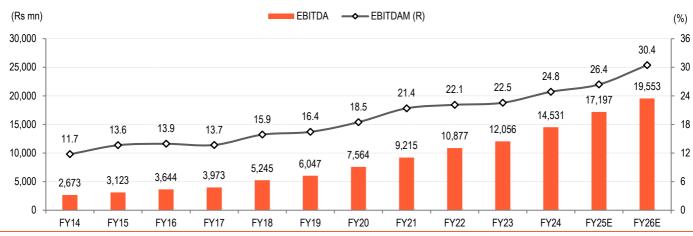


Fig 9 – Revised P&L post removal of pen-based Insulin

Fig 9 – Revised P&L post	removal of p	en-based	d Insulin				Rs mn
	FY26	E	YoY change		FY27	E	YoY change
	Old	New	(%)		Old	New	(%)
Novo Sales	26,155	26,155		Novo Sales	29,555	29,555	
Insulin @70%		9,154		Insulin @70		20,689	
Novo sales ex of Pen Insulin	26,155	17,001	(35)	Novo sales ex of Pen Insulin	29,555	11,267	(62)
Core sales	46,270	46,270		Core sales	52,132	52,132	
Total sales	72,425	63,271	(13)	Total sales	81,687	63,398	(22)
Novo EBITDA	1,308	850		Novo EBITDA	1,478	563	
Core EBITDA	18,718	18,718		Core EBITDA	21,574	21,574	
Total EBITDA	20,025	19,568	(2)	Total EBITDA	23,052	22,138	(4)
EBITDA M	27.6	30.9		EBITDA M	28.2	34.9	
Depre	754	754		Depre	883	883	
Other Income	1,838	1,838		Other Income	2,303	2,303	
Interest	145	145		Interest	157	157	
PBT	20,965	20,507	(2)	РВТ	24,315	23,400	(4)
Tax	5,346	5,229		Tax	6,200	5,967	
PAT	15,619	15,278	(2)	PAT	18,115	17,433	(4)
No of shares	21	21.25		No of shares	21	21.25	
EPS	735	719	(2)	EPS	852	820	(4)

Source: BOBCAPS Research, Company PIs Note- Sales amount may vary from AWACS reported sales as it covers wholesale numbers

Fig 10 – EBITDA margin to be the highest-ever



Source: Company, BOBCAPS Research



Peer Comparison

Fig 11 – Peer Comparison

Companies	СМР		EF	PS		CAGR	PE				FY27E		
Companies	(Rs)	FY24	FY25E	FY26E	FY27E	(%)	FY24	FY25E	FY26E	FY27E	ROE (%)	EV/EBITDA	EV/Sales
Abbott	29,748	565.3	651.4	7190	820	22.8	51.6	44.8	39.7	34.2	34.9	29.2	8.0
Glaxo	2,848	28.9	52.5	59.4	66.9	52.2	94.9	52.2	46.2	41.0	40.3	31.1	9.8
Pfizer	4,272	122.0	135.0	158.0	174.0	19.4	33.3	30.1	25.7	23.4	16.8	18.1	5.9
P&G Health	5099	133.2	143.1	159.6	165.6	11.5	38.7	35.6	31.9	29.3	NA	10.2	2.6
Torrent Pharma	3,335	48.9	57.7	75.7	92.8	37.7	63.8	54.1	41.2	33.6	30.3	21.2	7.4
JB Pharma	1,600	34.9	43.4	52.4	61.6	32.9	45.3	36.3	30.1	25.6	21.7	17.1	44.8
Mankind	2,559	47.8	48.2	55.2	70.8	21.8	49.2	48.7	42.5	33.1	16.6	19.2	5.5
Ajanta Pharma	2,776	64.6	68.3	77.4	86.3	15.6	39.8	37.6	33.2	29.7	20.0	17.2	5.38
Alkem	5,022	160.4	170.9	195.7	235.9	21.3	30.4	28.6	24.9	20.7	21.9	17.4	3.7
Alembic	880	31.4	28.3	34.1	45.3	20.1	27.0	30.0	24.9	18.7	18.1	11.45	2.15
Sun	1,824	39.8	50.00	54.61	61.74	24.6	42.4	33.7	30.9	27.3	15.7	21.0	6.07
Dr.Reddy's	1,191	66.9	64.9	55.3	60.3	-5.1	16.6	17.1	20.1	18.4	13	11.8	2.65
Lupin	2,107	42.3	66.3	82.5	101.1	54.6	46.5	29.7	23.9	19.5	22.8	14.31	3.38

Source: Company, BOBCAPS Research



Valuation methodology

BOOT has leadership in 4 therapies and has top 10 mega brands contributing ~74% of core sales, which ranks either 1st or 2nd in their respective segments. These top 10 brands have aided the company to outperform IPM growth. Overall, 90% of core sales is driven from top 20 brands. Focus is to make big brands bigger, which has resulted into 7 brands falling into the top 100 brands and 11 brands falling into the top 300 brands of IPM. BOOT has a structural growth story where it intends to achieve 1bn dollar sales through higher productivity and digital promotional activity of going beyond the pill.

Healthy product mix gets offset by higher import of raw material from its fellow subsidiaries; hence, BOOT industry has a lower gross margin of 50% as on 9MFY25. However, it is offset by promotional cost rationalisation, so EBITDA margin is around industry levels of ~26% as on 9MFY25. The company also has a huge cash balance of Rs 21bn, which can be utilised towards paying hefty dividends. The company has a track of maintaining above 70% payout; and we expect this trend to continue as part of its capital allocation strategy. It also has a track record of launching 8-10 new products every year, which aids sustaining 20% PAT CAGR from the past 10 years.

Despite the removal of key brand Mixtard, we expect the company to sustain its 20% PAT CAGR. Overall, we expect 2% and 4% impact on EPS in FY26E and FY27E with the outgo of a larger brand. However, EBITDA margin will be at its all-time high. Hence, we maintain BUY. Given high growth visibility amidst tariff woes in its core sales, Mixtard brand to be replaced by high demand GLP1 product, higher dividend payout and strong cash balance, we ascribe a PE of 43x (earlier 41x) on revised FY27 to maintain our TP of Rs 35,292.

	Old		New		Change (%)		
	FY26E	FY27E	FY26E	FY27E	FY26E	FY27E	
Sales	72,425	81,687	63,271	63,398	(13)	(22)	
EBITDA	20,025	23,052	19,568	22,138	(2)	(4)	
PAT	15,619	18,115	15,278	17,433	(2)	(4)	
EPS	735	852	719	820	(2)	(4)	

Fig 12 – Change in Estimates

Source: Company, BOBCAPS Research

Key risks

Key downside risks to our estimates:

- Currency depreciation to increase the cost of raw materials
- Inclusion of more products on the NLEM list
- Increase in royalty from the parent company



Financials

Income Statement FY25E FY26E Y/E 31 Mar (Rs mn) FY23A FY24A FY27E Total revenue 52,755 57,798 64,319 63,331 63,398 EBITDA 12,056 14,531 17,197 19,571 22,138 Depreciation 700 712 641 754 883 EBIT 12,898 16,302 18,714 20,597 23,557 Net interest inc./(exp.) 160 125 134 145 157 Other inc./(exp.) 1,779 1,542 2,483 2,158 2,303 Exceptional items 0 0 0 0 EBT 12,738 16,177 18,579 20,451 23,401 Income taxes 3,244 4,165 4,738 5,215 5,967 Extraordinary items 0 0 0 0 Min. int./Inc. from assoc. 0 0 0 0 9,494 12,012 13,842 17,433 Reported net profit 15,236 Adjustments 0 0 0 0 Adjusted net profit 9,494 12,012 13,842 15,236 17,433

Balance Sheet					
Y/E 31 Mar (Rs mn)	FY23A	FY24A	FY25E	FY26E	FY27E
Accounts payables	8,920	10,027	9,452	8,563	10,258
Other current liabilities	1,316	1,453	996	1,128	1,280
Provisions	2,197	2,519	2,203	2,121	2,057
Debt funds	457	465	465	465	465
Other liabilities	0	0	0	0	0
Equity capital	213	213	213	213	213
Reserves & surplus	31,673	36,776	41,905	47,048	53,006
Shareholders' fund	31,885	36,989	42,118	47,261	53,219
Total liab. and equities	45,555	51,935	55,715	60,019	67,761
Cash and cash eq.	19,371	21,345	21,582	25,421	32,205
Accounts receivables	3,170	3,191	3,348	3,123	2,953
Inventories	6,489	6,196	8,802	8,411	8,442
Other current assets	518	781	706	771	777
Investments	0	0	0	0	0
Net fixed assets	2,370	2,314	2,984	3,376	3,829
CWIP	37	37	37	37	37
Intangible assets	0	0	0	0	0
Deferred tax assets, net	169	159	159	159	159
Other assets	508	402	91	100	110
Total assets	45,556	51,935	55,715	60,019	67,761

Cash Flows

Y/E 31 Mar (Rs mn)	FY23A	FY24A	FY25E	FY26E	FY27E
Cash flow from operations	(1,266)	9,857	10,084	15,233	19,762
Capital expenditures	(340)	(483)	(550)	(650)	(750)
Change in investments	0	0	0	0	0
Other investing cash flows	0	0	0	0	0
Cash flow from investing	(505)	(550)	(1,000)	(1,155)	(1,347)
Equities issued/Others	0	0	0	0	0
Debt raised/repaid	27	8	0	0	0
Interest expenses	(160)	(125)	(134)	(145)	(157)
Dividends paid	(5,844)	(6,906)	(8,713)	(10,094)	(11,475)
Other financing cash flows	37	(2)	0	0	0
Cash flow from financing	(6,352)	(7,332)	(8,847)	(10,239)	(11,632)
Chg in cash & cash eq.	(8,122)	1,975	237	3,839	6,784
Closing cash & cash eq.	19,370	21,346	21,582	25,421	32,205

Y/E 31 Mar (Rs)	FY23A	FY24A	FY25E	FY26E	FY27E
Reported EPS	446.8	565.3	651.4	717.0	820.4
Adjusted EPS	446.8	565.3	651.4	717.0	820.4
Dividend per share	275.0	325.0	410.0	475.0	540.0
Book value per share	1,500.5	1,740.7	1,982.0	2,224.0	2,504.4
Valuations Ratios					
Y/E 31 Mar (x)	FY23A	FY24A	FY25E	FY26E	FY27E
EV/Sales	13.0	11.9	10.7	10.9	10.8
EV/EBITDA	57.1	47.3	40.0	35.1	31.1
Adjusted P/E	66.7	52.7	45.7	41.5	36.3
P/BV	19.8	17.1	15.0	13.4	11.9
DuPont Analysis					
Y/E 31 Mar (%)	FY23A	FY24A	FY25E	FY26E	FY27
Tax burden (Net profit/PBT)	74.5	74.3	74.5	74.5	74.
Interest burden (PBT/EBIT)	98.8	99.2	99.3	99.3	99.3
EBIT margin (EBIT/Revenue)	24.4	28.2	29.1	32.5	37.
Asset turnover (Rev./Avg TA)	120.2	118.6	119.5	109.4	99.
Leverage (Avg TA/Avg Equity)	1.5	1.4	1.4	1.3	1.3
Adjusted ROAE	31.6	34.9	35.0	34.1	34.
Ratio Analysis					
Y/E 31 Mar	FY23A	FY24A	FY25E	FY26E	FY27
YoY growth (%)					
Revenue	8.7	9.6	11.3	(1.5)	0.
EBITDA	10.8	20.5	18.4	13.8	13.
Adjusted EPS	18.9	26.5	15.2	10.1	14.4
Profitability & Return ratios (%))				
EBITDA margin	22.9	25.1	26.7	30.9	34.
EBIT margin	24.4	28.2	29.1	32.5	37.
Adjusted profit margin	18.0	20.8	21.5	24.1	27.
Adjusted ROAE	31.6	34.9	35.0	34.1	34.
ROCE	39.9	44.7	45.2	44.4	45.4
Working capital days (days)					
Receivables	22	20	19	18	1
Inventory	45	39	50	48	4
Payables	79	83	72	70	8
rayables					
Ratios (x)					
,	19.7	18.3	17.3	14.5	12.4
Ratios (x)	19.7 2.5	18.3 2.4	17.3 2.9	14.5 3.4	
Ratios (x) Gross asset turnover					12.4 3.4 150.2

Adjusted debt/equity (0.6) (0.6) Source: Company, BOBCAPS Research | Note: TA = Total Assets (0.5)

(0.5)

(0.6)

0

0

0

0

ABBOTT INDIA



NOT FOR DISTRIBUTION, DIRECTLY OR INDIRECTLY, IN OR INTO THE UNITED STATES OF AMERICA ("US") OR IN OR INTO ANY OTHER JURISDICTION IF SUCH AN ACTION IS PROHIBITED BY APPLICABLE LAW.

Disclaimer

Name of the Research Entity: **BOB Capital Markets Limited** Registered office Address: **1704, B Wing, Parinee Crescenzo, G Block, BKC, Bandra East, Mumbai 400051** SEBI Research Analyst Registration No: **INH000000040 valid till 03 February 2025** Brand Name: **BOBCAPS** Trade Name: www.barodaetrade.com



Investments in securities market are subject to market risks. Read all the related documents carefully before investing. Registration granted by SEBI and certification from NISM in no way guarantee performance of the intermediary or provide any assurance of returns to investors.

Recommendation scale: Recommendations and Absolute returns (%) over 12 months

BUY - Expected return >+15%

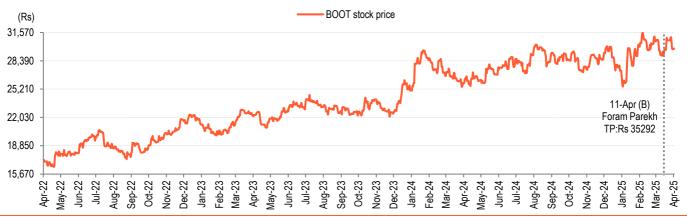
HOLD – Expected return from -6% to +15%

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): ABBOTT INDIA (BOOT IN)



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

Analyst certification

The research analyst(s) authoring this report hereby certifies that (1) all of the views expressed in this research report accurately reflect his/her personal views about the subject company or companies and its or their securities, and (2) no part of his/her compensation was, is, or will be, directly or indirectly, related to the specific recommendation(s) or view(s) in this report. Analysts are not registered as research analysts by FINRA and are not associated persons of BOB Capital Markets Limited (BOBCAPS).

General disclaimers

BOBCAPS is engaged in the business of Stock Broking and Investment Banking. BOBCAPS is a member of the National Stock Exchange of India Limited and BSE Limited and is also a SEBI-registered Category I Merchant Banker. BOBCAPS is a wholly owned subsidiary of Bank of Baroda which has its various subsidiaries engaged in the businesses of stock broking, lending, asset management, life insurance, health insurance and wealth management, among others.

BOBCAPS's activities have neither been suspended nor has it defaulted with any stock exchange authority with whom it has been registered in the last five years. BOBCAPS has not been debarred from doing business by any stock exchange or SEBI or any other authority. No disciplinary action has been taken by any regulatory authority against BOBCAPS affecting its equity research analysis activities.

BOBCAPS is also a SEBI-registered intermediary for the broking business having SEBI Single Registration Certificate No.: INZ000159332 dated 20 November 2017.

BOBCAPS prohibits its analysts, persons reporting to analysts, and members of their households from maintaining a financial interest in the securities or derivatives of any companies that the analysts cover. Additionally, BOBCAPS prohibits its analysts and persons reporting to analysts from serving as an officer, director, or advisory board member of any companies that the analysts cover.

Our salespeople, traders, and other professionals may provide oral or written market commentary or trading strategies to our clients that reflect opinions contrary to the opinions expressed herein, and our proprietary trading and investing businesses may make investment decisions that are inconsistent with the recommendations expressed herein. In reviewing these materials, you should be aware that any or all of the foregoing, among other things, may give rise to real or potential conflicts of interest. Additionally, other important information regarding our relationships with the company or companies that are the subject of this material is provided herein.

This material should not be construed as an offer to sell or the solicitation of an offer to buy any security in any jurisdiction. We are not soliciting any action based on this material. It is for the general information of BOBCAPS's clients. It does not constitute a personal recommendation or take into account the particular investment objectives, financial situations, or needs of individual clients. Before acting on any advice or recommendation in this material, clients should consider whether it is soutable for their particular circumstances and, if necessary, seek professional advice. BOBCAPS research reports follow rules laid down by Securities and Exchange Board of India and individuals employed as research analysts are separate from other employees who are performing sales trading, dealing, corporate finance advisory or any other activity that may affect the independence of its research reports.

ABBOTT INDIA



The price and value of the investments referred to in this material and the income from them may go down as well as up, and investors may realize losses on any investments. Past performance is not a guide for future performance, future returns are not guaranteed and a loss of original capital may occur. BOBCAPS does not provide tax advice to its clients, and all investors are strongly advised to consult with their tax advisers regarding any potential investment in certain transactions — including those involving futures, options, and other derivatives as well as non-investment-grade securities — that give rise to substantial risk and are not suitable for all investors. The material is based on information that we consider reliable, but we do not represent that it is accurate or complete, and it should not be relied on as such. Opinions expressed are our current opinions as of the date appearing on this material only. We endeavour to update on a reasonable basis the information discussed in this material, but regulatory, compliance, or other reasons may prevent us from doing so.

We and our affiliates, officers, directors, and employees, including persons involved in the preparation or issuance of this material, may from time to time have "long" or "short" positions in, act as principal in, and buy or sell the securities or derivatives thereof of companies mentioned herein and may from time to time add to or dispose of any such securities (or investment). We and our affiliates may assume an underwriting commitment in the securities of companies discussed in this document (or in related investments), may sell them to or buy them from customers on a principal basis, and may also perform or seek to perform investment banking or advisory services for or relating to these companies and may also be represented in the supervisory board or any other committee of these companies.

For the purpose of calculating whether BOBCAPS and its affiliates hold, beneficially own, or control, including the right to vote for directors, one per cent or more of the equity shares of the subject company, the holdings of the issuer of the research report is also included.

BOBCAPS and its non-US affiliates may, to the extent permissible under applicable laws, have acted on or used this research to the extent that it relates to non-US issuers, prior to or immediately following its publication. Foreign currency denominated securities are subject to fluctuations in exchange rates that could have an adverse effect on the value or price of or income derived from the investment. In addition, investors in securities such as ADRs, the value of which are influenced by foreign currencies, effectively assume currency risk. In addition, options involve risks and are not suitable for all investors. Please ensure that you have read and understood the Risk disclosure document before entering into any derivative transactions.

No part of this material may be (1) copied, photocopied, or duplicated in any form by any means or (2) redistributed without BOBCAPS's prior written consent.

Company-specific disclosures under SEBI (Research Analysts) Regulations, 2014

The research analyst(s) or his/her relatives do not have any material conflict of interest at the time of publication of this research report.

BOBCAPS or its research analyst(s) or his/her relatives do not have any financial interest in the subject company. BOBCAPS or its research analyst(s) or his/her relatives do not have actual/beneficial ownership of one per cent or more securities in the subject company at the end of the month immediately preceding the date of publication of this report.

The research analyst(s) has not received any compensation from the subject company or third party in the past 12 months in connection with research report/activities. Compensation of the research analyst(s) is not based on any specific merchant banking, investment banking or brokerage service transactions.

BOBCAPS or its research analyst(s) is not engaged in any market making activities for the subject company

The research analyst(s) has not served as an officer, director or employee of the subject company.

BOBCAPS or its associates may have material conflict of interest at the time of publication of this research report.

BOBCAPS's associates may have financial interest in the subject company. BOBCAPS's associates may hold actual / beneficial ownership of one per cent or more securities in the subject company at the end of the month immediately preceding the date of publication of this report.

BOBCAPS or its associates may have managed or co-managed a public offering of securities for the subject company or may have been mandated by the subject company for any other assignment in the past 12 months.

BOBCAPS may have received compensation from the subject company in the past 12 months. BOBCAPS may from time to time solicit or perform investment banking services for the subject company. BOBCAPS or its associates may have received compensation from the subject company in the past 12 months for services in respect of managing or co-managing public offerings, corporate finance, investment banking or merchant banking, brokerage services or other advisory services in a merger or specific transaction. BOBCAPS or its associates may have received compensation for products or services other than investment banking or merchant banking or merchan banking or brokerage services from the subject company in the past 12 months.

Other disclaimers

BOBCAPS and MAYBANK (as defined below) make no representation or warranty, express or implied, as to the accuracy or completeness of any information obtained from third parties and expressly disclaim the merchantability, suitability, quality and fitness of this report. The information in this report has not been independently verified, is provided on an "as is" basis, should not be relied on by you in connection with any contract or commitment, and should not be used as a substitute for enquiries, procedures and advice which ought to be undertaken by you. This report also does not constitute an offer or solicitation to buy or sell any securities referred to herein and you should not construct this report as investment advice. All opinions and estimates contained in this report constitute BOBCAPS's judgment as of the date of this report and are subject to change without notice, and there is no obligation on BOBCAPS or MAYBANK to update this report upon issuance. This report and the information contained herein may not be reproduced, redistributed, disseminated or copied by any means without the prior consent of BOBCAPS and MAYBANK.

To the full extent permitted by law neither BOBCAPS, MAYBANK nor any of their respective affiliates, nor any other person, accepts any liability howsoever arising, whether in contract, tort, negligence, strict liability or any other basis, including without limitation, direct or indirect, special, incidental, consequential or punitive damages arising from any use of this report or the information contained herein. By accepting this report, you agree and undertake to fully indemnify and hold harmless BOBCAPS and MAYBANK from and against claims, charges, actions, proceedings, losses, liabilities, damages, expenses and demands (collectively, the "Losses") which BOBCAPS and/or MAYBANK may incur or suffer in any jurisdiction including but not limited to those Losses incurred by BOBCAPS and/or MAYBANK as a result of any proceedings or actions brought against them by any regulators and/or authorities, and which in any case are directly or indirectly occasioned by or result from or are attributable to anything done or omitted in relation to or arising from or in connection with this report.

Distribution into the United Kingdom ("UK"):

This research report will only be distributed in the United Kingdom, in accordance with the applicable laws and regulations of the UK, by Maybank Securities (London) Ltd) ("MSL") who is authorised and regulated by the Financial Conduct Authority ("FCA") in the United Kingdom (MSL and its affiliates are collectively referred to as "MAYBANK"). BOBCAPS is not authorized to directly distribute this research report in the UK.

This report has not been prepared by BOBCAPS in accordance with the UK's legal and regulatory requirements.

This research report is for distribution only to, and is solely directed at, selected persons on the basis that those persons: (a) are eligible counterparties and professional clients of MAYBANK as selected by MAYBANK solely at its discretion; (b) have professional experience in matters relating to investments falling within Article 19(5) of the Financial Services and Markets Act 2000 (Financial Promotion) Order 2005, as amended from time to time (the "Order"), or (c) fall within Article 49(2)(a) to (d) (high net worth companies, unincorporated associations, etc. as mentioned in the stated Article) of the Order; (all such persons together being referred to as "relevant persons").

This research report is directed only at relevant persons and must not be acted on or relied on by any persons who are not relevant persons. Any investment or investment activity to which this material relates is available only to relevant persons and will be engaged in only with relevant persons.

The relevant person as recipient of this research report is not permitted to reproduce, change, remove, pass on, distribute or disseminate the data or make it available to third parties without the written permission of BOBCAPS or MAYBANK. Any decision taken by the relevant person(s) pursuant to the research report shall be solely at their costs and consequences and BOBCAPS and MAYBANK shall not have any liability of whatsoever nature in this regard.

No distribution into the US:

This report will not be distributed in the US and no US person may rely on this communication.

Other jurisdictions:

This report has been prepared in accordance with SEBI (Research Analysts) Regulations and not in accordance with local regulatory requirements of any other jurisdiction. In any other jurisdictions, this report is only for distribution (subject to applicable legal or regulatory restrictions) to professional, institutional or sophisticated investors as defined in the laws and regulations of such jurisdictions by Maybank Securities Pte Ltd. (Singapore) and / or by any broker-dealer affiliate or such other affiliate as determined by Malayan Banking Berhad.

If the recipient of this report is not as specified above, then it should not act upon this report and return the same to the sender.

By accepting this report, you agree to be bound by the foregoing limitations.