

Blue Jet Healthcare



Ascending the value chain

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Ascending the value chain

Greek philosopher Aristotle once said, “The secret to business is to know something that nobody else knows.” Blue Jet Healthcare (BLUEJET) is on the path to building a legacy business in line with this philosophy. With its niche product offerings in Contrast Media and Pharmaceutical Intermediaries & API, BLUEJET has been changing the way the healthcare industry caters to the therapeutic needs of patients around the globe. The company has established itself as a reliable supplier to its customers for the past three decades and is now working toward moving up the value chain by significantly increasing its investment in R&D.

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BSE Sensex
80,288

 S&P CNX
24,336


Bloomberg	BLUEJET IN
Equity Shares (m)	173
M.Cap.(INRb)/(USDb)	118.9 / 1.4
52-Week Range (INR)	969 / 347
1, 6, 12 Rel. Per (%)	-26/40/68
12M Avg Val (INR M)	212

Financial Snapshot (INR m)

Y/E March	FY25E	FY26E	FY27E
Sales	10.3	13.5	16.6
EBITDA	3.7	4.7	5.7
PAT	3.0	3.6	4.3
EPS (INR)	17.4	20.6	24.7
EPS Gr. (%)	76.0	18.5	20.3
BV/Sh.(INR)	64.2	82.6	104.7

Ratios

Net D:E	-0.0	-0.1	-0.2
RoE (%)	30.7	28.0	26.4
RoCE (%)	28.8	25.0	23.8
Payout (%)	10.6	10.6	10.6

Valuations

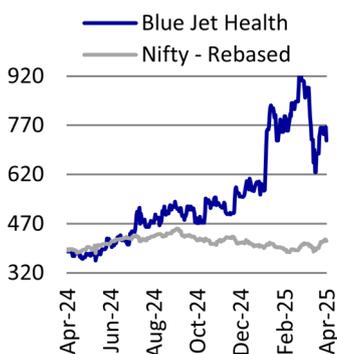
P/E (x)	39.6	33.4	27.8
P/BV (x)	10.7	8.3	6.6
EV/EBITDA (x)	31.9	25.1	20.4
Div. Yield (%)	0.3	0.3	0.4
FCF Yield (%)	0.0	0.8	2.3

Shareholding Pattern (%)

As On	Mar-25	Dec-24	Mar-24
Promoter	86.0	86.0	86.0
DII	1.3	2.0	3.0
FII	2.3	1.1	2.0
Others	10.4	10.9	9.0

FII includes depository receipts

Stock's performance (one-year)


CMP: INR685
TP: INR865 (+26%)
Buy

Ascending the value chain

- Greek philosopher Aristotle once said, "The secret to business is to know something that nobody else knows." Blue Jet Healthcare (BLUEJET) is on the path to building a legacy business in line with this philosophy. With its niche product offerings in Contrast Media and Pharmaceutical Intermediaries & API, BLUEJET has been changing the way the healthcare industry caters to the therapeutic needs of patients around the globe. The company has established itself as a reliable supplier to its customers for the past three decades and is now working toward moving up the value chain by significantly increasing its investment in R&D.
- Known for its advanced R&D capabilities, backward integration, and focus on complex chemistries, BLUEJET is at the forefront of delivering high-value solutions in regulated and emerging markets. The company's focus on innovation, quality, and sustainability has positioned it as a key enabler in high-growth therapeutic areas such as cardiovascular, oncology, Central Nervous System (CNS), and diagnostic imaging.
- BLUEJET delivered a muted CAGR of 7%/2%/4% in revenue/EBITDA/PAT during FY20-24, as it did not launch new products during this period. Now, with existing products ramping up and new product launches in sight, we expect BLUEJET to post a CAGR of ~27%/24%/19% in revenues/ EBITDA/ PAT over FY25-27E, with a sharp uptick to be seen in the pharma Intermediaries segment. We expect an average EBITDAM of 35.1% during FY25-27E.
- We expect FCF generation of INR3.6b during FY25-27E, with cumulative capex of INR5b. The stock is trading at a P/E of ~28x on FY27E EPS of INR24.7 and FY27E EV/ EBITDA of ~20x. We initiate coverage with a BUY rating on the stock with a target price of INR865, valuing the company at a P/E of 35x on FY27E EPS of INR24.7.

Contrast media intermediates

- The global contrast-media formulations market was valued at USD5.9b (INR443b) in MAT Jul'23, growing at 7-8% CAGR. The market was dominated by iodinated agents with a 74% share, followed by gadolinium-based agents at 24% and microbubble agents at 2%. The top four players, mainly multinational companies (MNCs), controlled 75% of the market in CY24, with the leader holding 27%.
- Global population growth, aging demographics, and rising lifestyle diseases will boost healthcare demand, supported by diagnostic advancements and wellness focus. BLUEJET, with over 20 years of experience, dominates India's 5-amino-N, N'-bis (2, 3-dihydroxypropyl) isophthalamide hydrochloride (ABA HCL) exports and supplies key intermediates for iodinated contrast media.
- BLUEJET is expanding its margin and reducing supply chain risks by backward integrating to produce 3-Amino-1,2-propanediol (APD). With strong ties to GE Healthcare and a growing footprint in gadolinium contrast media, the company aims for sustainable growth, projecting a 36% contribution from the segment by FY27.

Pharma intermediaries and API

- BLUEJET partners with pharma companies to supply intermediates for APIs in chronic therapeutic areas, focusing on high-margin new chemical entities (NCE) projects. It targets the USD6-7b formulation and USD2-3b API markets across regulated and emerging markets.
- India is becoming a key outsourcing hub for global innovators, with initiatives like production-linked incentives and bulk drug parks reducing reliance on China. BLUEJET serves over 40 customers in India and 16 globally, leveraging its focus on quality, research, and chemistry expertise, along with strong relationships with innovators to secure contracts.
- BLUEJET is focusing on advanced intermediates for NCEs in USFDA trials, specializing in oncology, Cardiovascular System (CVS), and CNS. Its pharma intermediaries segment posted a 31% CAGR during FY21-24 and is expected to continue expanding at a 41% CAGR through FY25-27E.

High intensity sweeteners

- BLUEJET manufactures saccharin and its salts for the high-intensity sweetener market, valued at USD2.9b-3b in CY23, with a global demand of ~37-40ktpa and a capacity of 3.7ktpa. The market is projected to grow at 6-7% CAGR, with BLUEJET supplying over 300 global customers across industries like oral care, beverages, and pharmaceuticals.
- Stringent food and beverage regulations drive demand for stable, long-term suppliers, with BLUEJET supplying high-quality sweeteners to firms like Colgate and Unilever. Growth in this market is driven by rising cases of diabetes, increasing obesity rates, and growing demand for low-calorie and processed foods.
- Saccharin production is largely concentrated in Asia, with China holding most capacity, and competition has increased, leading to a 27% YoY revenue decline for BLUEJET in FY24. Despite this, the segment saw a 9% CAGR during FY21-24. BLUEJET aims to post 12% growth by scaling up Calcium Saccharin sales and expanding its capacity to meet customer demand.

Valuation and view – initiate with BUY

- BLUEJET'S revenue growth will be driven by new products in iodinated and gadolinium contrast media, NCE intermediates, and a high-intensity sweetener variant. The PI/API segment is also set for strong growth, with ramp up in supplies for Esperion's Bempedoic acid in coming quarters.
- The company also recently commissioned Plant 6 at Unit 2 (Ambarnath) with an investment of INR900m, adding 120KL capacity for PI and contrast media. It also started a cardiovascular PI production in mid-Sep'24, expanded R&D into advanced platforms, and bolstered talent for CDMO growth.
- We expect a CAGR of 27%/24%/19% in revenue/EBITDA/PAT during FY25-27E, with an expected average EBITDAM of 35.1% during FY25-27E. We expect average RoE/RoCE of ~28%/26% during FY25-27E with an average fixed asset turnover of 3.1x.
- We expect FCF generation of INR3.6b during FY25-27E with cumulative capex of INR5b. The stock is trading at a P/E of ~28x on FY27E EPS of INR24.7 and FY27E

EV/EBITDA of ~20x. We initiate coverage on BLUEJET with a BUY rating and a TP of INR865, valuing the company at a P/E of 35x on FY27E EPS of INR24.7.

- Downside risks include high product and customer concentration, delays in new product ramp-up, and lower margin. Upside risks include a faster ramp-up of high-margin products and increased long-term contracts that could boost growth and valuations.

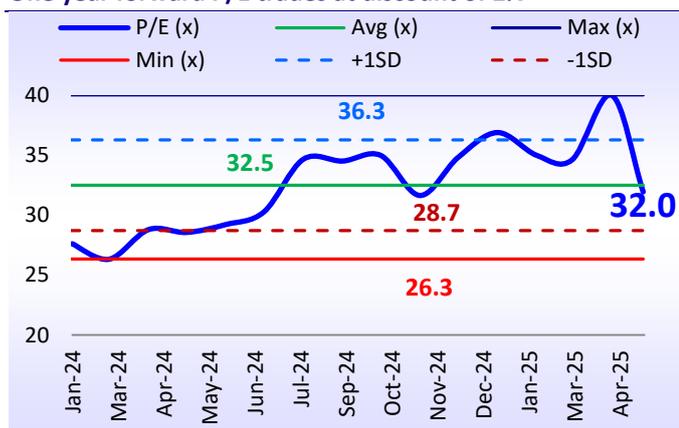
Peer at glance

Company	MCap (INR b)	Reco	EPS (INR)			P/E (x)			P/BV (x)			EV/EBITDA (x)			ROE (%)		
			FY25E	FY26E	FY27E	FY25E	FY26E	FY27E	FY25E	FY26E	FY27E	FY25E	FY26E	FY27E	FY25E	FY26E	FY27E
Chemicals																	
Blue Jet Healthcare	119	Buy	17.4	20.6	24.7	39.6	33.4	27.8	10.7	8.3	6.6	31.9	25.1	20.4	30.7	28.0	26.4
Alkyl Amines	156	Neutral	37.6	46.0	53.7	47.1	38.5	33.0	6.5	5.9	5.2	29.7	24.7	20.8	14.5	16.0	16.8
Atul	109	Buy	153.5	198.8	240.5	44.0	34.0	28.1	3.6	3.3	3.0	22.5	18.8	16.0	8.5	10.2	11.3
Clean Science	89	Neutral	24.8	35.1	43.0	48.1	34.0	27.7	8.8	7.2	5.9	32.3	24.8	20.1	20.0	23.4	23.4
Navin Fluorine	95	Neutral	60.0	83.5	96.0	75.2	54.1	47.0	8.6	7.7	6.9	43.8	33.3	29.2	11.9	15.1	15.5
Vinati Organics	50	Buy	39.8	50.6	60.8	41.5	32.6	27.2	6.1	5.4	4.6	30.1	23.6	19.9	15.7	17.6	18.3
Aarti Industries	156	NA	39.8	50.6	60.8	41.5	32.6	27.2	6.1	5.4	4.6	30.1	23.6	19.9	15.7	17.6	18.3
Aether Industri.	109	NA	12.6	16.8	21.1	65.2	49.0	39.0	4.9	4.5	4.0	45.8	31.4	23.6	7.0	8.5	10.9
Ami Organics	89	NA	18.4	25.3	32.6	59.4	43.1	33.5	6.7	5.8	5.0	41.5	28.2	19.8	13.7	14.6	16.5
Anupam Rasayan	95	NA	11.4	15.2	25.3	75.7	56.5	34.0	3.2	3.0	2.8	22.0	16.7	14.0	4.4	6.8	9.5
Laxmi Organic	50	NA	4.8	6.6	8.4	37.9	27.3	21.5	2.6	2.4	2.2	18.4	14.4	11.8	7.0	9.1	10.5
Healthcare																	
Sun Pharma.Inds.	4,332	Buy	49.2	59.5	66.6	36.7	30.3	27.1	5.9	5.0	4.3	29.3	25.0	21.8	17.2	17.9	17.1
Divi's Lab.	1,621	Neutral	76.3	96.0	118.0	80.1	63.7	51.8	10.8	9.7	8.6	54.8	44.5	36.7	14.2	16.1	17.6
Cipla	1,245	Neutral	62.2	61.2	68.2	24.8	25.2	22.6	4.0	3.5	3.0	16.3	15.9	13.9	16.0	13.8	13.5
Dr. Reddy's Labs	981	Neutral	63.0	69.1	65.6	18.7	17.0	17.9	3.0	2.6	2.3	10.2	9.4	9.0	17.2	16.2	13.4
Lupin	944	Neutral	71.9	79.1	85.6	28.8	26.1	24.2	5.4	4.5	3.8	18.1	16.3	14.5	20.7	18.9	17.2
Zydus Lifesciences	894	Neutral	44.3	48.7	43.0	20.0	18.2	20.6	3.5	3.0	2.7	12.8	10.9	11.6	19.7	17.8	13.8
Aurobindo Pharma	703	Neutral	61.8	68.9	79.1	19.6	17.6	15.3	2.1	1.9	1.7	10.4	9.4	7.9	11.5	11.5	11.8
Laurus Labs	333	Buy	5.8	10.5	14.3	106.4	58.9	43.3	7.2	6.6	5.8	34.2	25.7	21.8	7.2	11.7	14.2

*Bloomberg estimates for non-coverage stocks

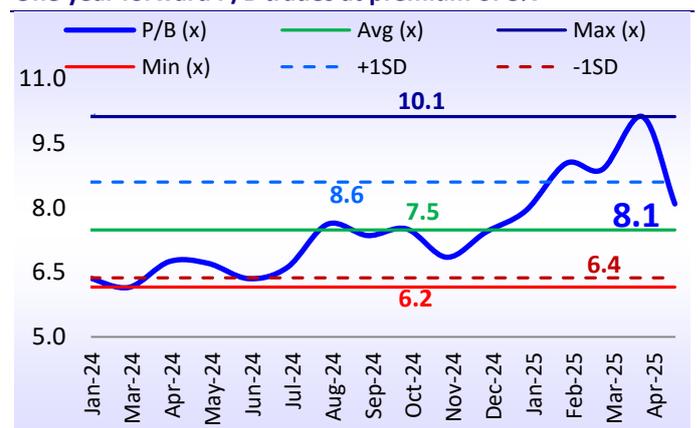
Source: MOFSL

One year forward P/E trades at discount of 2%



Source: Bloomberg, MOFSL

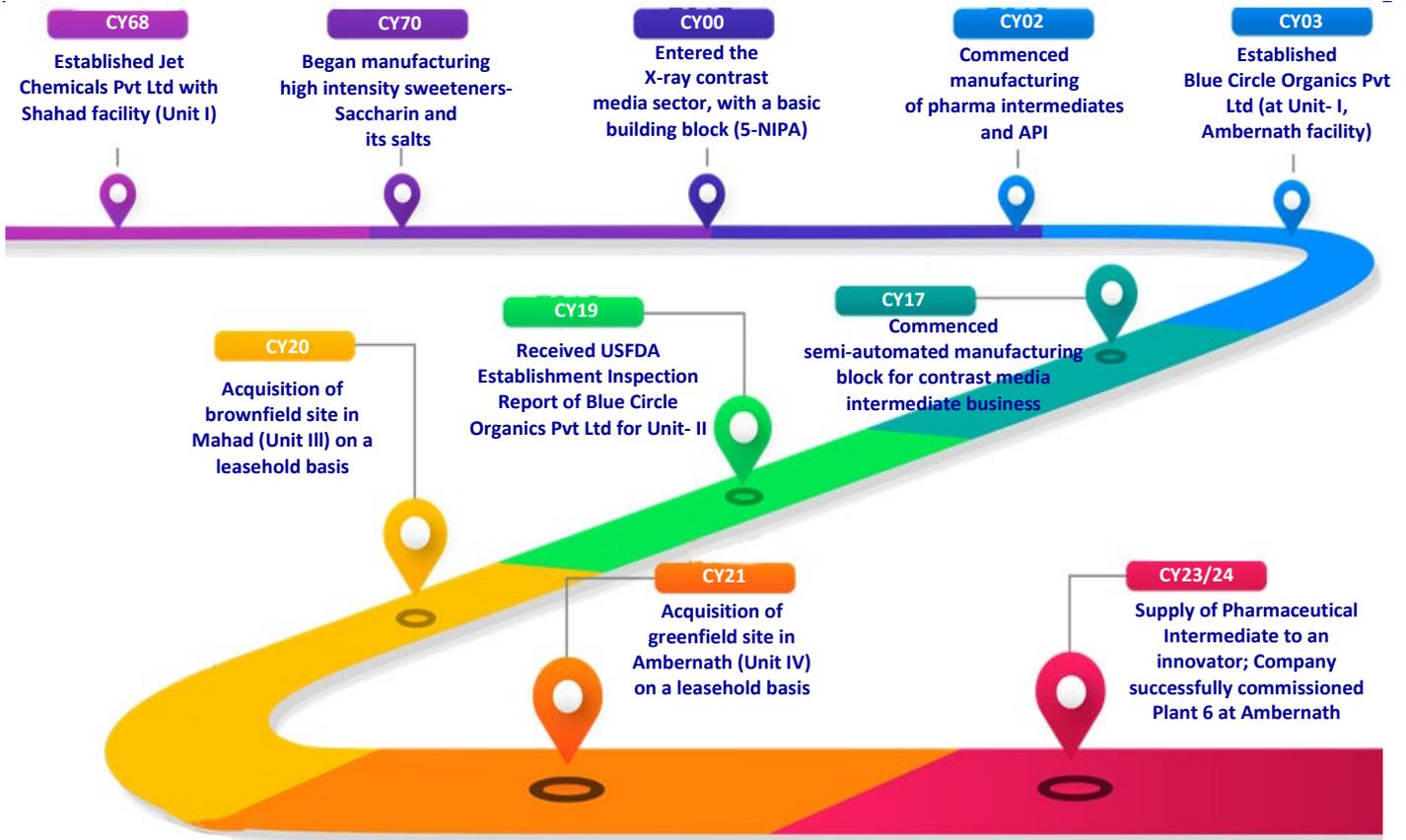
One year forward P/B trades at premium of 8%



Source: Bloomberg, MOFSL

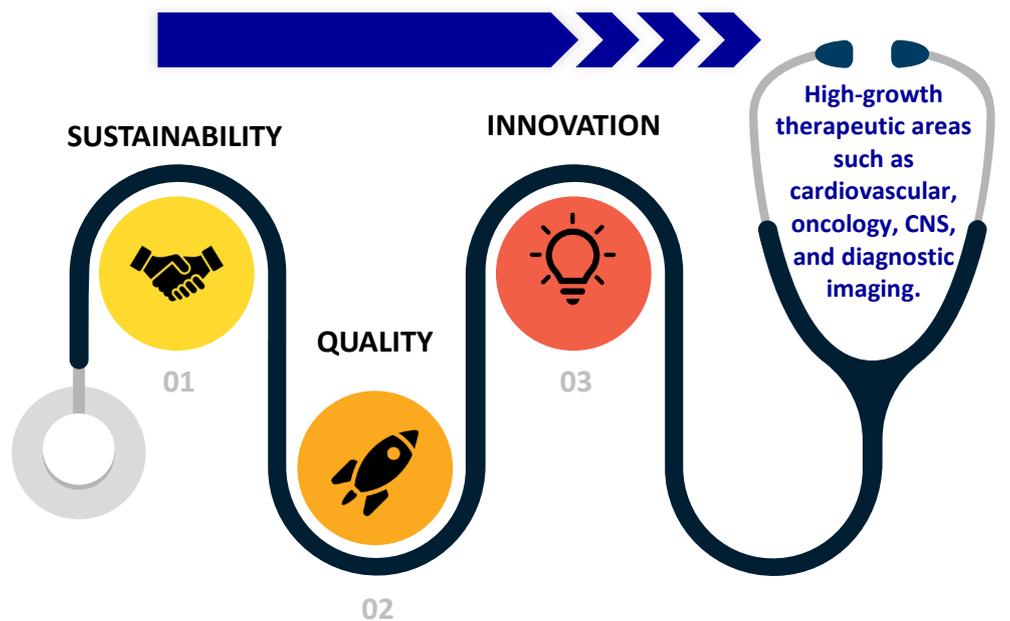
STORY IN CHARTS

BLUEJET's journey over the years



Source: Company, MOFSL

BLUEJET's growth drivers



Source: Company, MOFSL

STORY IN CHARTS

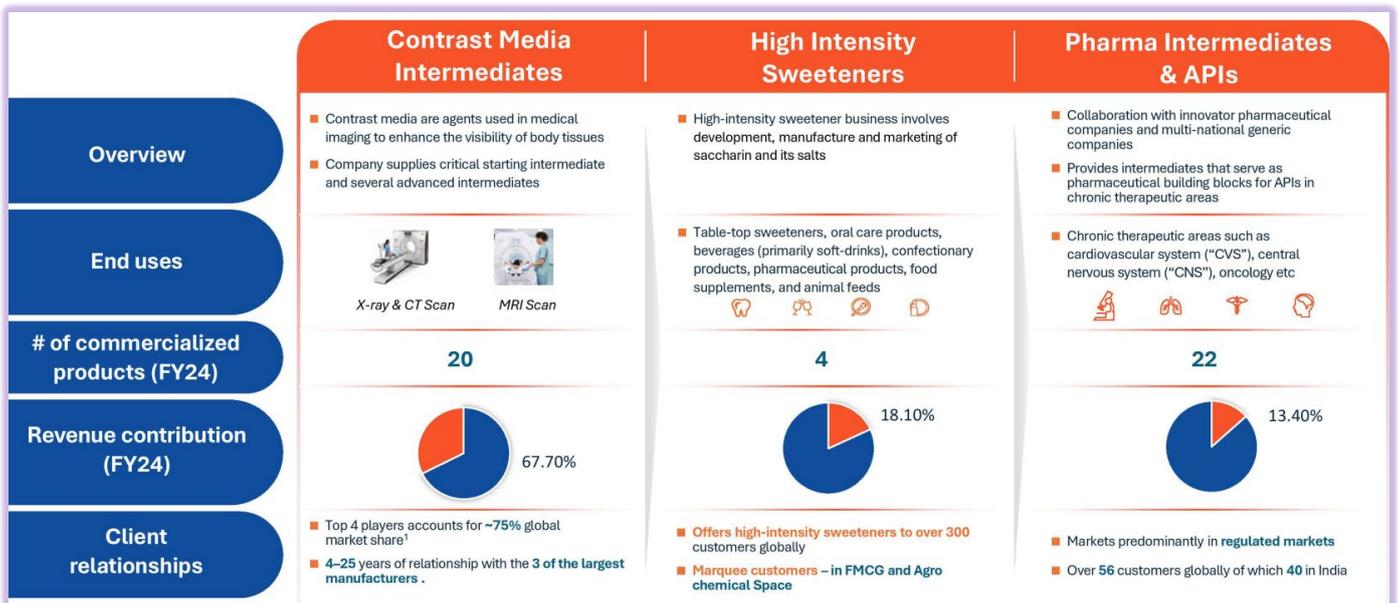
BLUEJET'S manufacturing facilities

Location	Description	Annual Total Installed Capacity (KL)
Unit I Shahad, Maharashtra	<ul style="list-style-type: none"> ❖ Contrast media intermediates ❖ High-intensity sweeteners ❖ Pharma intermediates and API 	200
Unit II Ambernath, Maharashtra	<ul style="list-style-type: none"> ❖ Contrast media intermediates ❖ High-intensity sweeteners ❖ Pharma intermediates and API 	607
Unit III Mahad, Maharashtra	<ul style="list-style-type: none"> ❖ Contrast media intermediates ❖ High-intensity sweeteners ❖ Pharma intermediates and API 	213
Unit IV Ambernath, Maharashtra	<ul style="list-style-type: none"> ❖ Contrast media intermediates ❖ High-intensity sweeteners ❖ Pharma intermediates and API 	120

BLUEJET consistently implements GMPs across each of its manufacturing facilities and focuses on sustainability

Manufacturing facility	Certifications and accreditations
Unit I	❖ ISO-9001 (Quality Management), ISO-14001 (Environmental Management), ISO OHSAS 18001 (Health and Safety Assessment Series).
Unit II	❖ US-FDA establishment inspection report, certification of Good Manufacturing Practices ("GMP") according to WHO standards, ISO-9001, ISO-14001 and ISO-45001

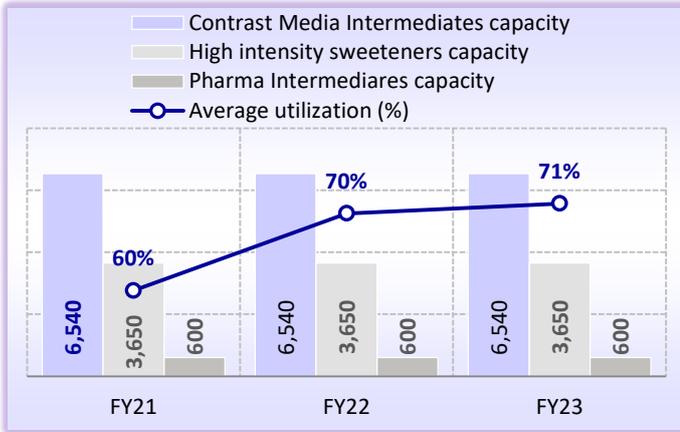
BLUEJET'S product categories



Source: Company, MOFSL

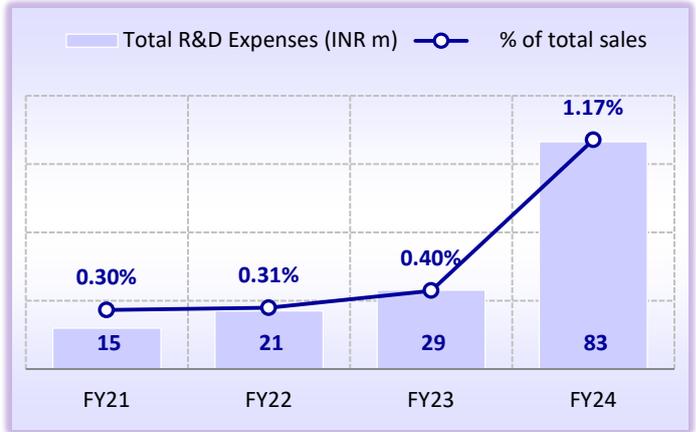
STORY IN CHARTS

Expanding capacities in Contrast Media and Pharma to boost volumes



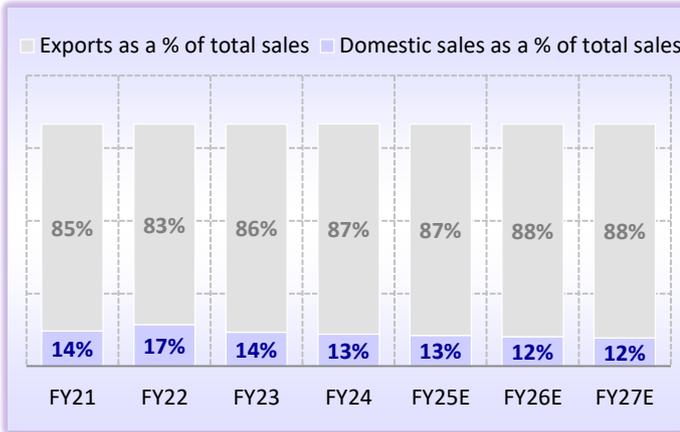
Source: Company, MOFSL

BLUEJET has stepped up R&D efforts as % of total sales



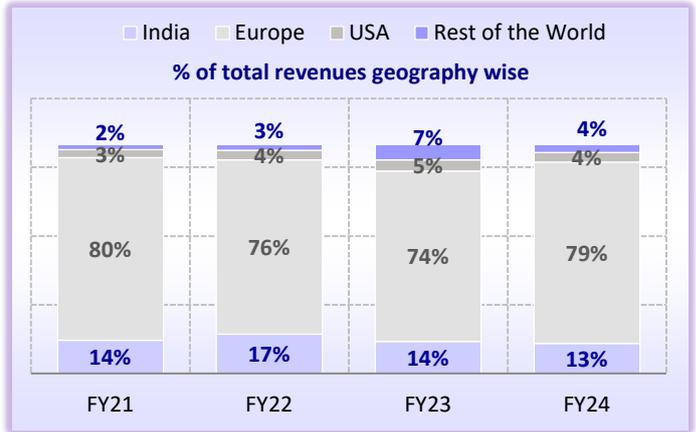
Source: Company, MOFSL

Exports likely to continue to dominate



Source: Company, MOFSL

Share of Europe in revenue is highest for BLUEJET



Source: Company, MOFSL

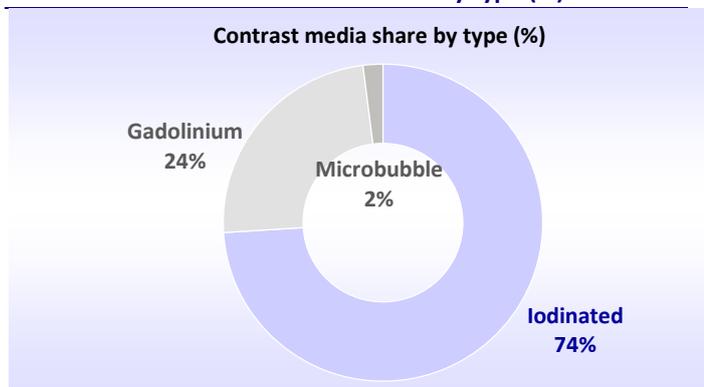
Contrast Media Intermediates - Moving up the value chain

Ramp-up of new products likely to reduce concentration risk

Contrast media are classified into three segments based on imaging modalities: (1) X-ray/CT agents, primarily iodine-based; (2) MRI agents, predominantly gadolinium-based; and (3) Ultrasound (USG) agents, which are based on stabilized microbubble.

- Contrast media are chemical agents designed to improve imaging contrast in diagnostic procedures, aiding disease diagnosis. These agents are temporarily absorbed by specific body tissues, enhancing image clarity and providing better visualization of organs and tissues.
- Contrast media are classified into three segments based on imaging modalities: (1) X-ray/CT agents, primarily iodine-based; (2) MRI agents, predominantly gadolinium-based; and (3) Ultrasound (USG) agents, which are based on stabilized microbubble.

Exhibit 1: Global contrast media share by type (%)



Source: Company, MOFSL

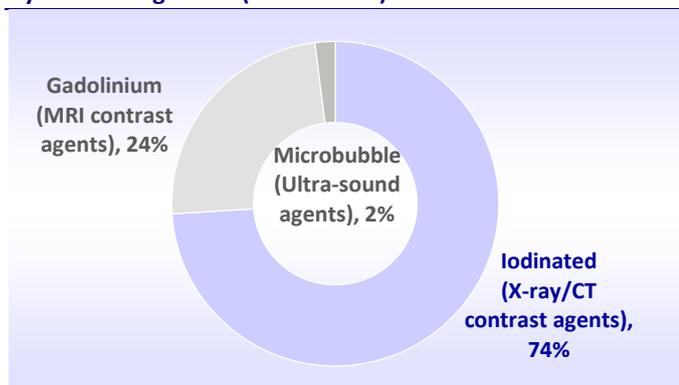
Exhibit 2: Share of contrast media by global players (%)

Players	Share of iodine-based contrast media (%)	Share of gadolinium-based contrast media (%)
Top four players combined	73%	81%
Others	27%	19%
Total	100%	100%

Source: Company, MOFSL

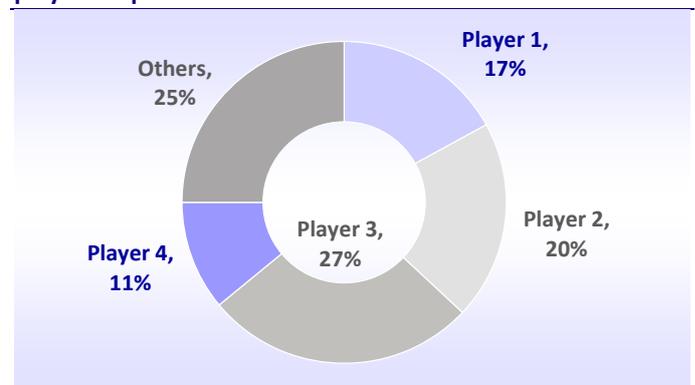
- The global contrast-media formulations market was valued at ~USD5.9b (INR443b) as of MAT Jun'23 with a CAGR of 7-8% in the next few years (primarily led by volume). Iodinated contrast agents dominated with 74% market share by value, followed by gadolinium-based agents at 24%, while microbubble agents held a small 2% share.

Exhibit 3: Global contrast media formulations market, split by market segments (MAT Jun'23)



Source: Company, MOFSL

Exhibit 4: Global contrast media formulations market, key players as per MAT Jun'23



Source: Company, MOFSL

- Meanwhile, the top four players in the contrast media formulations, dominated by MNCs, have a market share of 75% in CY24, with the top player accounting for 27%. These players either have forward integration or long-standing relationships with manufacturers.

Exhibit 5: Iodine-based contrast media based on their osmolarity, ionicity and whether these are monomer or dimer

Molecule	Key Player	Trade Name	Market Share (%)	CAGR (CY19-23, %)
Iohexol	GE Healthcare	Omnipaque	31-33%	<0%
Iodixanol	GE Healthcare	Visipaque	12-14%	<0%
Iopamidol	Bracco	Isovue	15-17%	<0%
Ioversol	Guerbet	Optiray	10-12%	5-6%
Iomeprol	Bracco	Imeron and Lomeron	10-12%	4-5%
Iopromide	Bayer	Ultravist	10-12%	5-6%
Iobitridol	Guerbet	Xenetix	4-6%	2-3%
Others			<1%	6-7%

Source: Company, MOFSL

Exhibit 6: Gadolinium-based contrast media (used primarily in MRI) based on their ionicity and chelating ligand

Molecule	Key Player	Trade Name	Market Share (%)	CAGR (CY19-23, %)
Gadoteric Acid	Guerbet	Dotarem	31-33%	< 0%
Gadobutrol	Bayer	Gadovist	30-32%	2-3%
Gadoxetic Acid	Bayer	Eovist	9-11%	7-8%
Gadobenic Acid	Bracco	Multihance	8-10%	< 0%
Gadoteridol	Guerbet	ProHance	8-10%	2-3%
Gadopentetic Acid	Bayer	Magnevist	5-7%	< 0%
Gadodiamide	GE Healthcare	Omniscan	3%	< 0%
Others			~0.5%	< 0%

Source: Company, MOFSL

Contrast media are classified into three segments based on imaging modalities: (1) X-ray/CT agents, primarily iodine-based; (2) MRI agents, predominantly gadolinium-based; and (3) Ultrasound (USG) agents, which are based on stabilized microbubble.

- Global population growth to 8.5 billion by CY30 and an aging demographic drive higher healthcare and diagnostic spending. Rising lifestyle diseases, increased healthcare expenditure, advancements in diagnostics, and focus on preventive healthcare would fuel demand, with employers, too, promoting wellness tests to curb health risks.
- BLUEJET has experience of over two decades in contrast media intermediates with 75%+ of exports of ABA HCL from India contributed by the company. It has long term relationships with three of the largest manufacturers in the segment. BLUEJET commercialized its key building block, 5-NIPA, in CY'00, and has over the years moved up the value chain, eyeing to reach n-2. The company supplies key starting intermediates and advanced intermediates for seven iodinated contrast media.

Exhibit 7: BLUEJET'S commercialized contrast media intermediate portfolio comprised 19 products

Products	End API	Diagnostic Category
5-Nitro Isophthalic Acid	Iohexol	X-ray, CT
5-Nitroisophthalic Acid Dimethyl Ester (NIPA-DME)	Ioversol	X-ray, CT
5-Amino-N,N'-bis (2,3-dihydroxypropyl) isophthalamide (ABA-HCl)	Iohexol / Iodixinol	X-ray, CT
5-Amino-N,N'-bis(2,3-Dihydroxypropyl)-2,4,6-Triiodoisophthalamide	Iohexol, Ioversol	X-ray, CT
5-Amino Isophthalic Acid	Iopamidol	X-ray, CT
2-Amino-1,3 propanediol	Iopamidol	X-ray, CT
5-Amino-2,4,6-trisodoisophthaloyl dichloride (ATIPA Dichloride)	Iopamidol	X-ray, CT
(S)-(-)-2-Acetoxypropionyl chloride	Iopamidol	X-ray, CT
5-Amino-N,N'-bis (1,3-dihydroxypropyl) isophthalamide (1,3-ABA)	Iopamidol	X-ray, CT
5-Nitroisophthalic acid monomethyl ester (NIPA-MME)	Iopromide	X-ray, CT
5-Nitro-N-Methylisophthalamide (Half Amide)	Iotalamic Acid	X-ray, CT
5-Nitro-N-Hydroxyethylisophthalamide	Iobitridol	X-ray, CT
5-Hydroxyisophthalic Acid	Iomeprol	X-ray, CT
3-Aminobenzoic Acid	Iodipamide	X-ray, CT

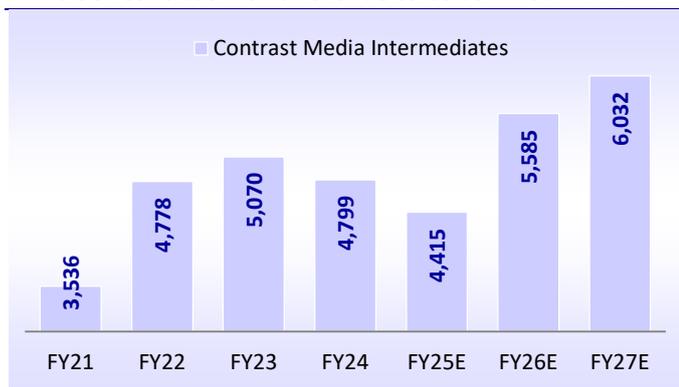
Products	End API	Diagnostic Category
1,4,7,10-Tetraazacyclododecane (Cyclen)	Gadoteric Acid, Gadobutrol, Gadobenic Acid, Gadoteridol, Gadoxetic Acid	X-ray, MRI
Pentanedioic 2-Bromo, 1,5-Dibutylester (BGB)	Gadopicolenol	X-ray, MRI
1,5-dimethyl 2-bromopentandioate	New Chemical entity	X-ray, CT
(S)-2-Acetoxy Propionic Acid	Iopamidol	X-ray, CT
5-Amino Isophthalic Acid Dimethyl Ester (AIPA DME)	Iopamidol	X-ray, CT

Source: Company, MOFSL

- BLUEJET is now backward integrating to produce APD, which is one step backwards of ABA HCL. This would further help the company to expand its margin and de-risk its supply chain from China. BLUEJET manages the supply chain for GE Healthcare, strengthening its integration within GE Healthcare’s ecosystem and making it challenging to replace.
- The company is expanding its footprint in gadolinium contrast media with two products: Cyclen and BGB. With seven key molecules in the segment and dominant players, the company aims to grow its presence in gadolinium intermediates and advance up the value chain, similar to its success in iodinated contrast media. BLUEJET has also secured a contract to supply a critical intermediate for an NCE in gadolinium contrast media, highlighting its growth prospects.
- BLUEJET has significant dependence on its largest customer, GE Healthcare, which contributed 64% of total revenue in FY23. The most-sold product accounts for 59% of revenue (ABA HCL). About 70% of its contracts are backed by long-term supply agreements with customers, with BLUEJET regularly supplying a key starting intermediate as the building block.
- The segment clocked an 11% CAGR during FY21-24 and we estimate the contrast media intermediate segment to deliver a revenue CAGR of 17% to INR6b over FY25-27E. The segment contribution to total revenue is expected to be ~36% in FY27E.

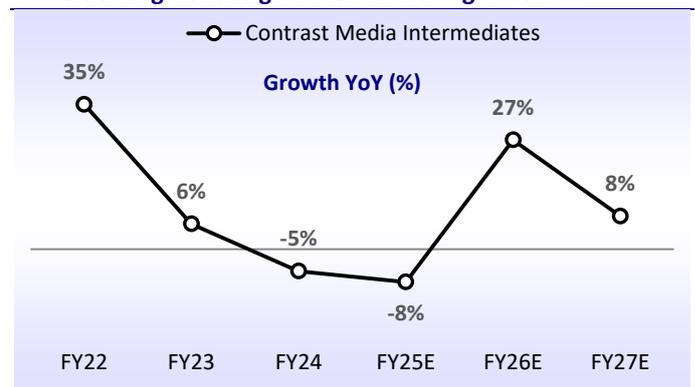
The segment clocked an 11% CAGR during FY21-24 and we estimate the contrast media intermediate segment to deliver a revenue CAGR of 17% to INR6b over FY25-27E. The segment contribution to total revenue is expected to be ~36% in FY27E.

Exhibit 8: Contrast Media revenue to be at INR6b in FY27E



Source: Company, MOFSL

Exhibit 9: Segment to grow at 17% during FY25-27E



Source: Company, MOFSL

Pharma Intermediaries and APIs- customer stickiness...

...with long-term relationships and contracts are key

The total TAM of the formulation market is USD6-7b, while that of the API market is USD2-3b, which provides a huge opportunity for BLUEJET to tap into the market. BLUEJET markets its pharma intermediates and API in both regulated markets and emerging markets.

- The company’s CDMO activities in pharma intermediates and APIs focus on partnering with innovator and multinational generic pharmaceutical companies. It supplies intermediates for APIs in chronic therapeutic areas like cardiovascular, oncology, and CNS, including NCEs.
- The company partners with CDMO customers early in drug development, strengthening ties through clinical and commercial phases. Expertise and experience outweigh costs for NCE projects, enabling higher margins compared to generic intermediates.
- The total TAM of the formulation market is USD6-7b, while that of the API market is USD2-3b, which provides a huge opportunity for BLUEJET to tap into the market. BLUEJET markets its pharma intermediates and API in both regulated markets and emerging markets.
- India is emerging as a key outsourcing hub for global innovators, driven by efforts to reduce reliance on China. Factors include a production-linked incentive scheme for critical APIs and bulk drug parks offering centralized infrastructure to lower setup time and costs.

Exhibit 10: BLUEJET’S commercialized pharma intermediate and API portfolio comprises 20 products, including eight products under the CDMO model

Product Categories	Molecule	End API	Therapeutic
Pharma Intermediates	Methyl Anthranilate	Ambroxol and perfumes	Anti-mucolytic
	2-Carbomethoxy Sulphonamide (CBS)	Benzene	Fungicides
	5-Cyanophthalide	Escitalopram	Anti-depressant
	Mica Ester (M-70)	Cefexime	Antibiotic
	Para Amino Benzoic Acid (PABA)	Benzocaine	Anaesthetics
	4-Acetamidobenzoic Acid (PACBA)	Inosine pranobex	Antiviral
	4-Sulfobenzoic acid potassium salt (PSBA)*	Probenecid	Uricosurics
	4-(acetylamino) benzoic Acid-1-(dimethylamino)-2-propanol*	Inosine pranobex	Antiviral
	4-(Aminomethyl) Benzoic Acid*	Chidamide	Oncology
	4-Fluro-1,2-Phenylenediamine*	Chidamide	Oncology
	3,5-Dinitrobenzotrifluoride*	Nilotinib	Oncology
	1,4-Butane Sultone*	Pharma excipient (also used for remdesivir)	Antiviral
	Vanillic Acid*	Opicapone, brovanexine, etamivan	Anti-Parkinson
	ToSMIC*	Bempedoic acid	Lipid lowering
API	Docusate Sodium Suspension		Laxative
	Calcium Docusate		Laxative
	INDOL-3-ACETIC ACID	New chemical entity (NCE) molecule	CNF
	Vanilline Acetate	Etamivan	Anti-Parkinson
	Trans-3(3-Pridyl)-Acrylic Acid	Chidamide	Oncology
	Methyl Iodide	Flucanazole	Anti inflammatory

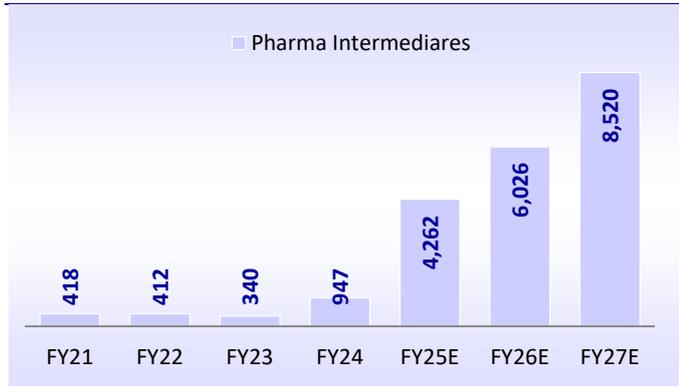
*under the CDMO model

Source: Company, MOFSL

BLUEJET is focusing on three niche areas in providing CDMO services in the segment: advanced intermediates for investigational new drugs and NCEs undergoing USFDA trials. It supplies advanced intermediates for four patented APIs, including two in oncology, one in the CVS category, and one in the CNS category. It is also focusing on catering to chronic illness therapies.

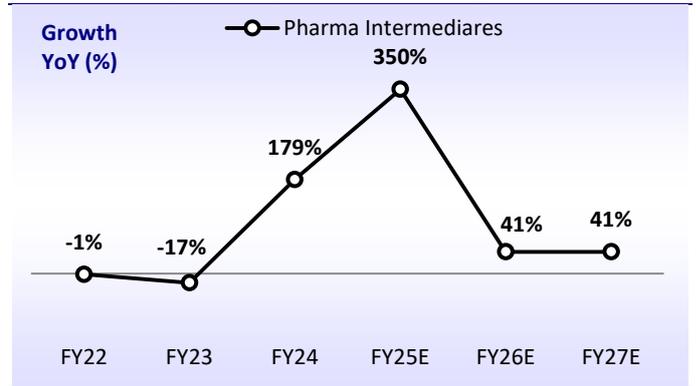
- BLUEJET offers its products to over 40 customers in India and 16 globally across Europe, North America, South America, and Asia. It has an edge over competitors due to its continuous focus on product quality, process and analytical research, along with its chemistry capabilities. It also leverages its long-standing relationships with innovator companies to win contracts.
- BLUEJET is focusing on three niche areas in providing CDMO services in the segment: advanced intermediates for investigational new drugs and NCEs undergoing USFDA trials. It supplies advanced intermediates for four patented APIs, including two in oncology, one in the CVS category, and one in the CNS category. It is also focusing on catering to chronic illness therapies.
- Some of the key end-use molecules that the company supplies include Nilotinib, Sertraline, Pregabalin, Clopidogrel, Bempedoic acid, Opicapone, Escitalopram, and Docusate. BLUEJET has recently entered into the cardiovascular segment and the ramp-up has taken off in 2HFY25. The company already has orders in place with substantial volume offtake expected going forward.
- BLUEJET has scaled up its pharma intermediaries segment from INR340m in terms of revenue to INR947m in FY24. The segment has clocked a CAGR of 31% during FY21-24. We expect a 41% CAGR during FY25-27E as capacities ramp up from the sale of Esperion’s Bempedoic acid intermediate, oncology and Parkinson’s products.

Exhibit 11: Pharma & API revenue to be at INR8.5b in FY27E



Source: Company, MOFSL

Exhibit 12: Segment to grow at 41% during FY25-27E



Source: Company, MOFSL

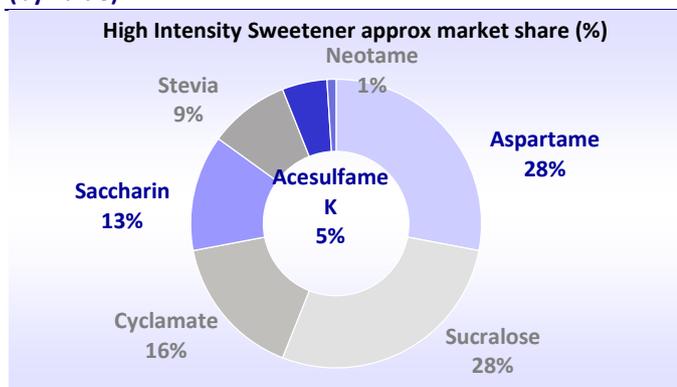
High intensity sweeteners- eyeing new opportunities...

...but Chinese threat looms

Saccharin is used in sweeteners, oral care, beverages, confectionery, and pharmaceuticals. Colgate, P&G, and Unilever lead in oral care (60% share), while PepsiCo and Coca-Cola dominate in soft drinks (75% share). Consistent taste is crucial for product quality and brand equity. BLUEJET offers its products in the segment to over 300 customers globally.

- The company develops, manufactures, and markets saccharin and its salts in its high-intensity sweetener business. The global high-intensity sweetener market, valued at USD2.9b-3b in CY23, includes products like sucralose, aspartame, saccharin, stevia, and neotame. The global demand for Saccharin is estimated to be ~37-40ktpa while BLUEJET's capacity is ~3.7ktpa. The global market is expected to grow at a 6-7% CAGR over the next few years.
- Saccharin is used in sweeteners, oral care, beverages, confectionery, and pharmaceuticals. Colgate, P&G, and Unilever lead in oral care (60% share), while PepsiCo and Coca-Cola dominate in soft drinks (75% share). Consistent taste is crucial for product quality and brand equity. BLUEJET offers its products in the segment to over 300 customers globally.
- Stringent regulations in food and beverages drive customers to prefer stable, long-term suppliers. The company ensures stringent quality control and low impurity levels in its sweeteners, earning a spot as a preferred supplier to MNCs like Colgate, Unilever, and Prinova, along with other global and domestic clients. Growth in the high-intensity sweetener market is driven by rising cases of diabetes and obesity, increasing demand for low-calorie foods, shifting consumer preferences, higher R&D investments, and urbanization driving consumption of processed and ready-to-eat food.

Exhibit 13: Market share of global high intensity sweeteners (by value)



Source: Company, MOFSL

Exhibit 14: Cost comparison of sweetening 1,000 cups of coffee/tea from other alternatives

Sweetener	Cost of sweetener for 1000 cups of coffee or tea (in USD)
Saccharine	20
Sugar	24
Aspartame	37
Sucralose	55
Rebaudioside A (Reb-A)	107

Source: Company, MOFSL

Exhibit 15: Most commonly used high-intensity sweeteners

Parameter	Saccharine	Sucralose	Aspartame	Stevia
Year of discovery	1879	1976	1965	1931
Sweetening power compared to sugar (Approximately)	300-500 times	600-650 times	200 times	200-300 times
Metabolic and biological properties	Not metabolised and excreted unchanged	Minimally metabolized and excreted unchanged	Metabolized to its constituent amino acids and methanol	Broken down to steviol in gut and excreted in urine as steviol glucuronide
Caloric value	Calorie-free	Calorie-free	4 kcal/g	Calorie-free

Source: Company, MOFSL

Exhibit 16: Varied uses cases of saccharin

Industry	CAGR (%)
Oral care	5-6%
Non-alcoholic beverages	6-8%
Bakery and confectionery	5-6%
Vitamins and dietary supplements	4-6%
Pharma excipient	4-6%
Agrochemicals	3-4%

Source: Company, MOFSL

The segment saw a CAGR of 9% during FY21-24, with a contribution of 18% to the company's total revenue in FY24. BLUEJET focuses on scaling up the sale of calcium saccharin and it has already started dispatching the product in 2QFY25. We expect the business to grow at 12% during FY25-27E.

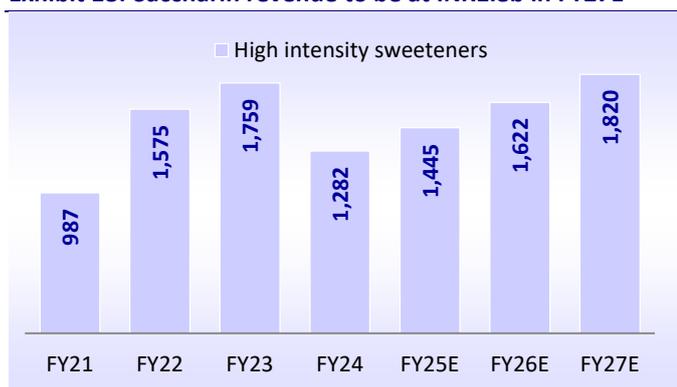
- Saccharin production is primarily concentrated in Asia, with China hosting the majority of the capacity. The largest China-based manufacturer has a capacity of over 7ktpa, while JMC, a leading Korean manufacturer, has a capacity of 3.5ktpa. Chinese competition has intensified over the past couple of years, with BLUEJET seeing a revenue decline of 27% in the segment in FY24.
- The segment saw a CAGR of 9% during FY21-24, with a contribution of 18% to the company's total revenue in FY24. BLUEJET focuses on scaling up the sale of calcium saccharin and it has already started dispatching the product in 2QFY25. We expect the business to grow at 12% during FY25-27E. BLUEJET is working with a customer for an alternate sweetener, and the capacity is expected to be ~3ktpa (double of the requirement of the customer- for supply to other customers).

Exhibit 17: BLUEJET'S commercialized high-intensity sweetener portfolio comprises four products

Products	End Use	Category
Saccharin Insoluble	Electroplating industries as nickel brightener	Artificial sweetener
Saccharin Imide	Probenazole	Fungicides
Saccharin Sodium	Pharma excipient (sweetener), oral healthcare, feed, food and beverages	Artificial sweetener and pharma excipient
Calcium Saccharin	Pharma excipient	Pharma excipient

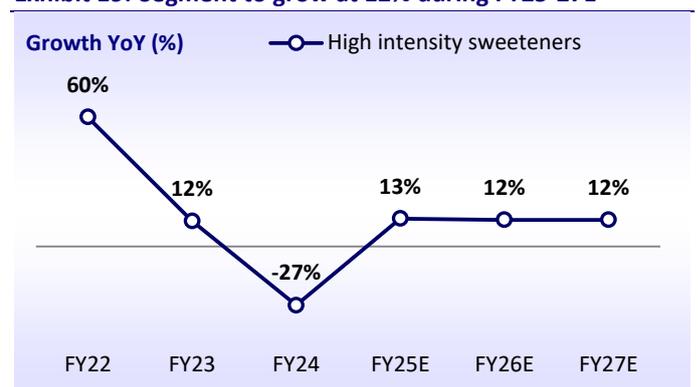
Source: Company, MOFSL

Exhibit 18: Saccharin revenue to be at INR1.8b in FY27E



Source: Company, MOFSL

Exhibit 19: Segment to grow at 12% during FY25-27E



Source: Company, MOFSL

Financial story in charts

Exhibit 20: Total volumes to post 16% CAGR in FY25-27E

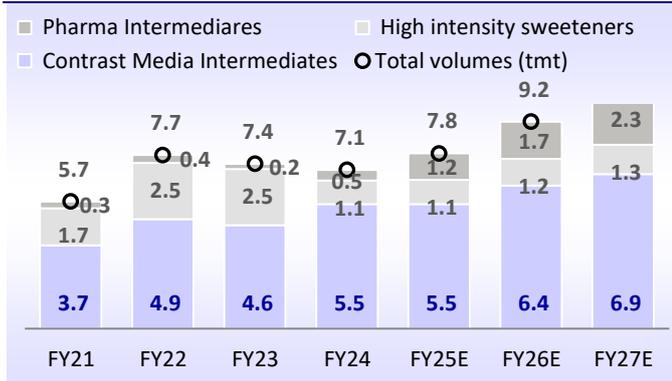


Exhibit 21: Pharma contribution to rise to 22% by FY27E

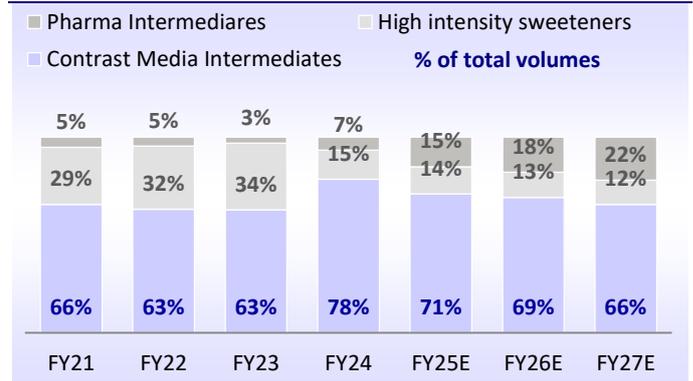


Exhibit 22: We expect a revenue CAGR of 27% over FY25-27 with significant growth envisaged in the pharma segment

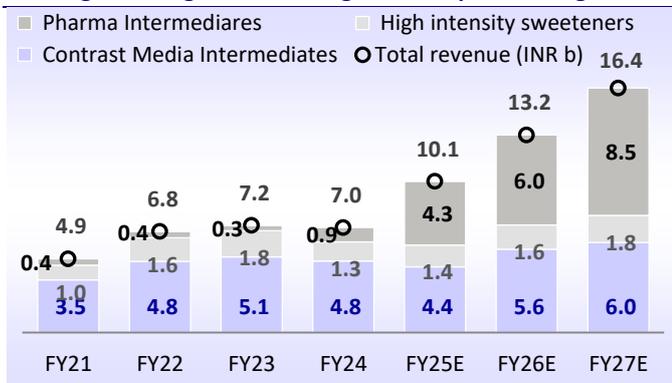


Exhibit 23: Concentration risk on a single product segment to decline going forward

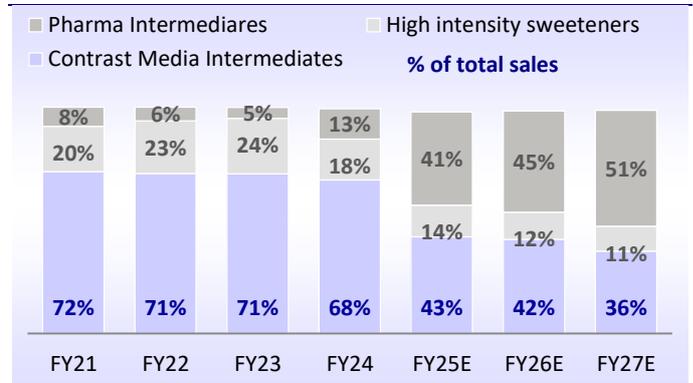


Exhibit 24: We expect EBITDA CAGR of 24% during FY25-27

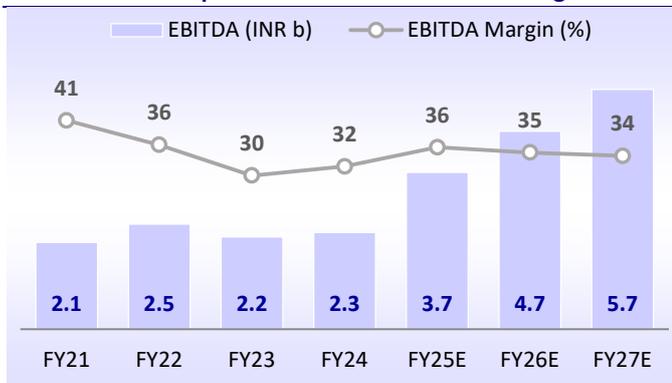


Exhibit 25: We expect PAT CAGR of 19% during FY25-27

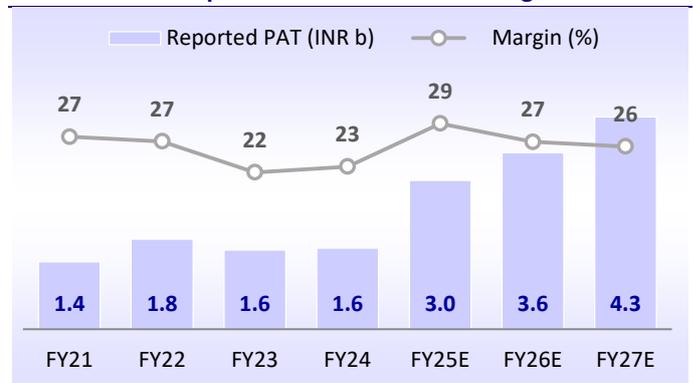


Exhibit 26: Return ratios to be ~24-26% in FY27E

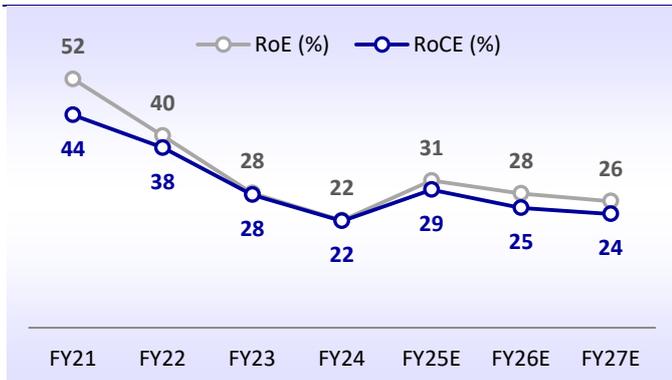
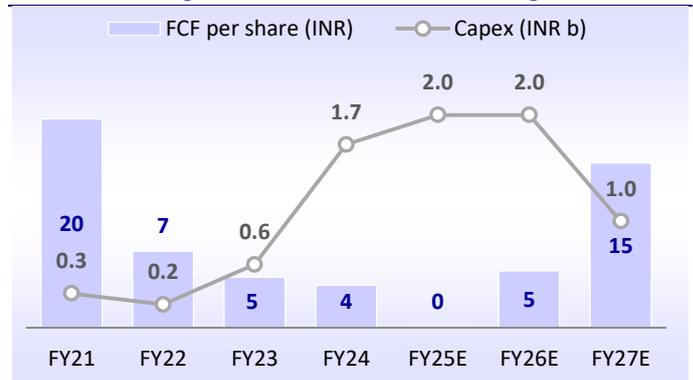


Exhibit 27: FCF generation to be INR3.6b during FY25-27E



Source: Company, MOFSL

Source: Company, MOFSL



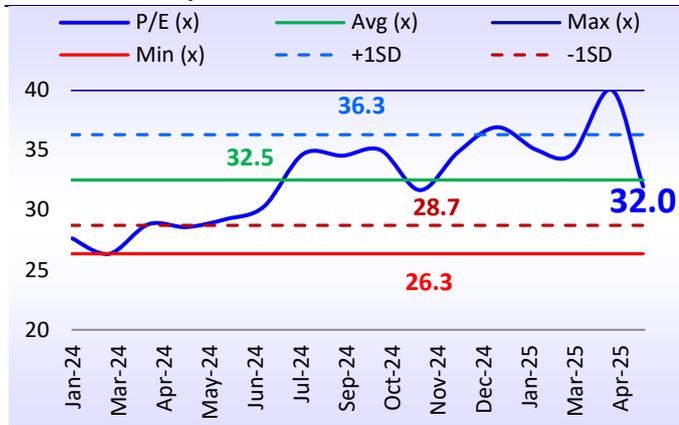
We expect a CAGR of 27%/24%/19% in revenue/EBITDA/PAT during FY25-27E, with an expected average EBITDAM of 35.1% during FY25-27E. We expect average RoE/RoCE of ~28%/26% during FY25-27E, with an average fixed asset turnover of 3.1x.

Valuation and view

Initiating with Buy rating

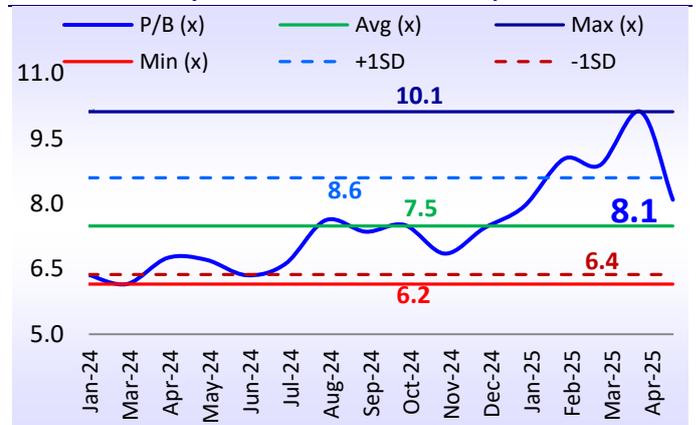
- BLUEJET'S revenue growth will be driven by new products in iodinated and gadolinium contrast media, NCE intermediates, and a high-intensity sweetener variant. The PI/API segment is also set for strong growth, with ramp up in supplies for Esperion's Bempedoic acid in coming quarters.
- The company also recently commissioned Plant 6 at Unit 2 (Ambarnath) with an investment of INR900m, adding 120KL capacity for PI and contrast media. It also started a cardiovascular PI production in mid-Sep'24, expanded R&D into advanced platforms, and bolstered talent for CDMO growth.
- We expect a CAGR of 27%/24%/19% in revenue/EBITDA/PAT during FY25-27E, with an expected average EBITDAM of 35.1% during FY25-27E. We expect average RoE/RoCE of ~28%/26% during FY25-27E, with an average fixed asset turnover of 3.1x.
- We expect FCF generation of INR3.6b during FY25-27E with cumulative capex of INR5b. The stock is trading at a P/E of ~28x on FY27E EPS of INR24.7 and FY27E EV/EBITDA of ~20x. We initiate coverage on BLUEJET with a BUY rating and a TP of INR865, valuing the company at a P/E of 35x on FY27E EPS of INR24.7.
- Downside risks include high product and customer concentration, delays in new product ramp-up, and lower margin. Upside risks include faster ramp-up of high-margin products and increased long-term contracts boosting growth and valuations.

Exhibit 28: One year forward P/E trades at discount of 2%



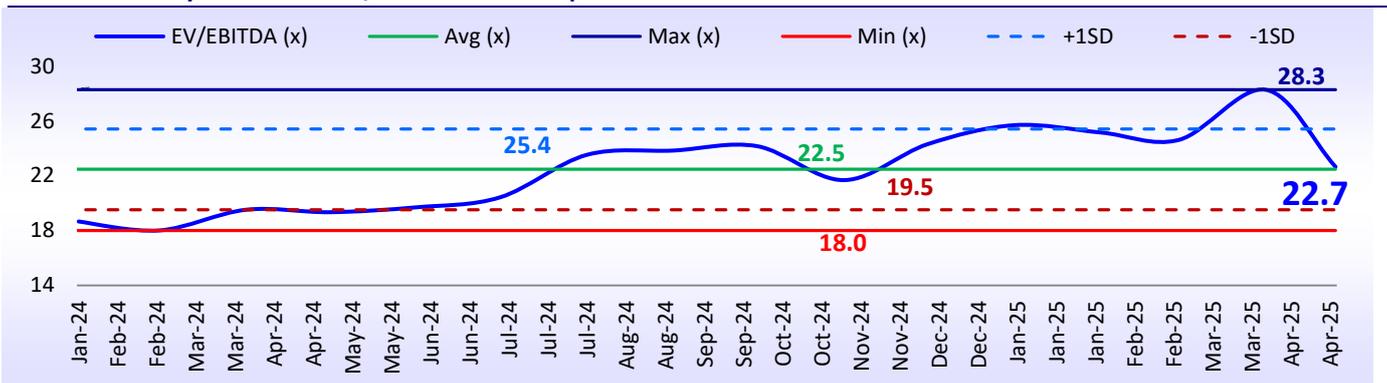
Source: Bloomberg, MOFSL

Exhibit 29: One year forward P/B trades at premium of 8%



Source: Bloomberg, MOFSL

Exhibit 30: One year forward EV/EBITDA trades at premium of 1%



Source: Company, MOFSL

Exhibit 31: Peer at glance

Company	MCap (INR b)	Reco	EPS (INR)			P/E (x)			P/BV (x)			EV/EBITDA (x)			ROE (%)		
			FY25E	FY26E	FY27E	FY25E	FY26E	FY27E	FY25E	FY26E	FY27E	FY25E	FY26E	FY27E	FY25E	FY26E	FY27E
Chemicals																	
Blue Jet Healthcare	119	Buy	17.4	20.6	24.7	39.6	33.4	27.8	10.7	8.3	6.6	31.9	25.1	20.4	30.7	28.0	26.4
Alkyl Amines	156	Neutral	37.6	46.0	53.7	47.1	38.5	33.0	6.5	5.9	5.2	29.7	24.7	20.8	14.5	16.0	16.8
Atul	109	Buy	153.5	198.8	240.5	44.0	34.0	28.1	3.6	3.3	3.0	22.5	18.8	16.0	8.5	10.2	11.3
Clean Science	89	Neutral	24.8	35.1	43.0	48.1	34.0	27.7	8.8	7.2	5.9	32.3	24.8	20.1	20.0	23.4	23.4
Navin Fluorine	95	Neutral	60.0	83.5	96.0	75.2	54.1	47.0	8.6	7.7	6.9	43.8	33.3	29.2	11.9	15.1	15.5
Vinati Organics	50	Buy	39.8	50.6	60.8	41.5	32.6	27.2	6.1	5.4	4.6	30.1	23.6	19.9	15.7	17.6	18.3
Aarti Industries	156	NA	39.8	50.6	60.8	41.5	32.6	27.2	6.1	5.4	4.6	30.1	23.6	19.9	15.7	17.6	18.3
Aether Industri.	109	NA	12.6	16.8	21.1	65.2	49.0	39.0	4.9	4.5	4.0	45.8	31.4	23.6	7.0	8.5	10.9
Ami Organics	89	NA	18.4	25.3	32.6	59.4	43.1	33.5	6.7	5.8	5.0	41.5	28.2	19.8	13.7	14.6	16.5
Anupam Rasayan	95	NA	11.4	15.2	25.3	75.7	56.5	34.0	3.2	3.0	2.8	22.0	16.7	14.0	4.4	6.8	9.5
Laxmi Organic	50	NA	4.8	6.6	8.4	37.9	27.3	21.5	2.6	2.4	2.2	18.4	14.4	11.8	7.0	9.1	10.5
Healthcare																	
Sun Pharma.Inds.	4,332	Buy	49.2	59.5	66.6	36.7	30.3	27.1	5.9	5.0	4.3	29.3	25.0	21.8	17.2	17.9	17.1
Divi's Lab.	1,621	Neutral	76.3	96.0	118.0	80.1	63.7	51.8	10.8	9.7	8.6	54.8	44.5	36.7	14.2	16.1	17.6
Cipla	1,245	Neutral	62.2	61.2	68.2	24.8	25.2	22.6	4.0	3.5	3.0	16.3	15.9	13.9	16.0	13.8	13.5
Dr. Reddy's Labs	981	Neutral	63.0	69.1	65.6	18.7	17.0	17.9	3.0	2.6	2.3	10.2	9.4	9.0	17.2	16.2	13.4
Lupin	944	Neutral	71.9	79.1	85.6	28.8	26.1	24.2	5.4	4.5	3.8	18.1	16.3	14.5	20.7	18.9	17.2
Zydus Lifesciences	894	Neutral	44.3	48.7	43.0	20.0	18.2	20.6	3.5	3.0	2.7	12.8	10.9	11.6	19.7	17.8	13.8
Aurobindo Pharma	703	Neutral	61.8	68.9	79.1	19.6	17.6	15.3	2.1	1.9	1.7	10.4	9.4	7.9	11.5	11.5	11.8
Laurus Labs	333	Buy	5.8	10.5	14.3	106.4	58.9	43.3	7.2	6.6	5.8	34.2	25.7	21.8	7.2	11.7	14.2

*Bloomberg estimates for non-coverage stocks

Source: MOFSL



Bull and Bear Case

Exhibit 32: Bull and Bear case for BLUEJET

TP (at 35x FY27E EPS)	(INR m)	FY24	FY25E	FY26E	FY27E	CAGR FY25-27E	Thesis
Bear Case	Revenue	7,116	10,342	12,736	14,879	20%	❖ We assume a revenue CAGR of ~20% over FY25-27E (as gaining market share becomes tough), with avg. EBITDAM at 34.3%.
	EBITDA	2,292	3,722	4,352	4,881	15%	
	INR740	EPS	9.9	17.4	19.0	21.1	
Base Case	Revenue	7,116	10,342	13,456	16,599	27%	❖ We assume a revenue CAGR of ~27% over FY25-27E (on the back of scale up in existing contract supplies), with avg. EBITDAM at 35.1%.
	EBITDA	2,292	3,722	4,703	5,693	24%	
	INR865	EPS	9.9	17.4	20.6	24.7	
Bull Case	Revenue	7,116	10,342	13,914	17,888	32%	❖ We assume a revenue CAGR of ~32% over FY25-27E (on the back of new products across segments), with avg. EBITDAM at 35.7%.
	EBITDA	2,292	3,722	4,942	6,353	31%	
	INR970	EPS	9.9	17.4	21.6	27.7	

Source: Company, MOFSL

SWOT analysis

- ❖ Leading Indian manufacturer of contrast media intermediary with two decades of experience
- ❖ Long-standing relationships with customers
- ❖ Presence in niche categories with high entry barriers (e.g., Saccharin Sodium and Saccharin Insoluble)

S
STRENGTH



- ❖ The artificial sweetener segment faces stiff competition from Chinese manufacturers, which offer products at significantly lower prices
- ❖ The incident at the Mahad facility highlights vulnerabilities in operational safety
- ❖ Dependency on China for raw material requirements

W
WEAKNESS



- ❖ Entry in adjacent markets – exploring nutraceuticals and pharmaceuticals to leverage its expertise
- ❖ Expansion into new chemistries with lower concentration risk
- ❖ Launching new products while ramping up existing ones

O
OPPORTUNITY



- ❖ Inability to expand into new geographies and add customers
- ❖ Delay in ramp-up of new products or lower-than-expected margins impacting growth projections
- ❖ Intense competition from global and Chinese players, along with raw material supply risks tied to iodine and other inputs

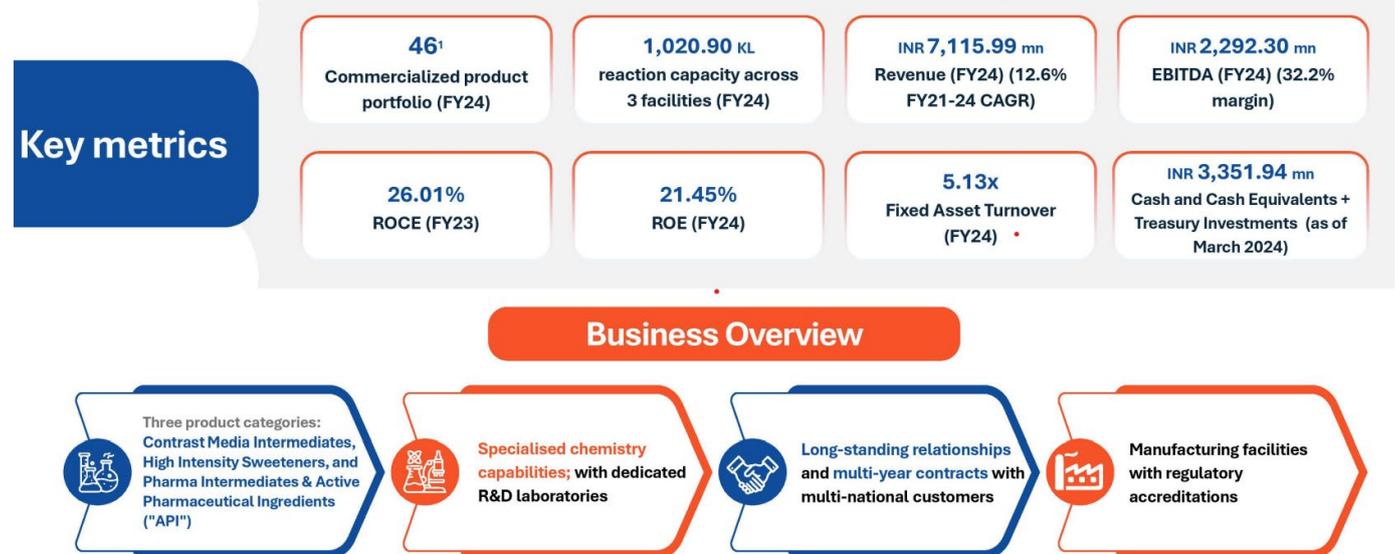
T
THREATS



Overview of the company

- BLUEJET specializes in pharmaceutical and healthcare ingredients and intermediates, offering niche products to innovator and multinational generic pharmaceutical companies. Established in CY68, it follows a CDMO business model with expertise in contrast media intermediates and high-intensity sweeteners. Its capabilities are backed by early investments in R&D and manufacturing infrastructure.
- It has 46 commercialized products in its portfolio as of FY24. As of FY24, it had three manufacturing facilities spread across Shahad (Unit I), Ambernath (Unit II) and Mahad (Unit III) in the state of Maharashtra, India with regulated accreditations. It recently (Dec'24) commissioned a production block to manufacture Advance Contrast Media at Unit 2 facility situated at Ambernath, Maharashtra. It is a new production block in Plant- 6 with an investment of ~INR100m.
- The company's long-term partnerships with global leaders like GE Healthcare, Unilever, and Olon span 4 to 25 years, driving growth in contrast media, sweeteners, and pharma intermediates. The company's top 10 customers contributed 84% towards revenue in FY23. With a significant presence in the Indian markets, the company has an established presence in the regulated markets. It has also been expanding its business in emerging markets such as Latin America, Africa and Southeast Asia.
- The business is attributable toward strong product development and process optimization capabilities, underpinned by their in-house R&D capabilities, which have enabled BLUEJET to forward integrate from manufacturing a key starting intermediate as a building block for contrast media in CY00 to ~18 additional advanced intermediates with higher realization and profitability per unit. BLUEJET has also stepped up its efforts in R&D as % of total sales over the years.

Exhibit 33: BLUEJET at a glance



Source: Company, MOFSL

Management team

Board of Directors and Management



- **Mr. Akshay Bansarilal Arora** is **Executive Chairman** of the company. He has been on the board since Apr'93. He holds a bachelor's degree in science (Chemistry) from the University of Bombay and a master's degree in science (Organic Chemistry) from St. Xavier's College, University of Mumbai.



- **Mr. Shiven Akshay Arora** is **Managing Director** of the company. He has been on the board since Dec'15. He holds a bachelor's degree in business from Bond University, Australia. He is presently in charge of finance, macro management and strategic matters of the company.



- **Mr. Naresh Suryakant Shah** is an **Executive Director** in the company. He has been associated with the company since Sep'91 and has been on the board since Dec'20. He holds a diploma in Chemical Engineering from the Khopoli Polytechnic College, Maharashtra. He has more than three decades of experience in sales and marketing development, managing business development and commercial activities in the company.



- **Mr. Ganesh Karuppannan** is **CFO** of the company. He has been associated with the company since Nov'21. He has been an associate member of ICAI since 1988. Prior to joining the company, he worked with Philips Electronics India, Dr. Reddy's Laboratories, and Granules India as CFO and Hetero Labs as CFO in finance and accounts.

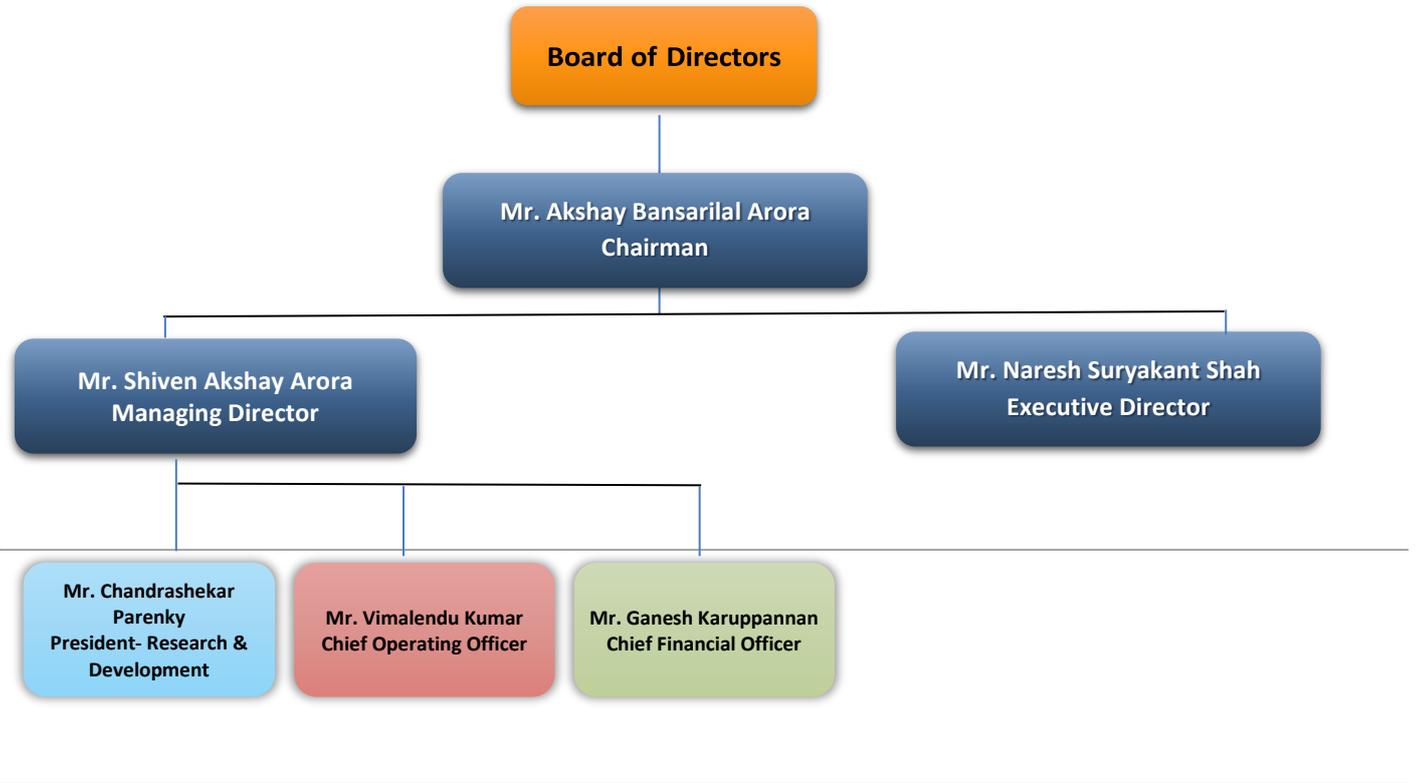


- **Mr. Vimalendu Kumar Singh (V.K. Singh)** is **Chief Operating Officer** of the company. He has been associated with the company since Mar'22. He has a bachelor's degree in chemical engineering from IIT Kanpur and has completed a master's program in international business from the Indian Institute of Foreign Trade, New Delhi. He previously worked with Strides Pharma Science as Chief Business Officer, Emcure Pharmaceuticals, RPG Life Sciences and Ranbaxy Laboratories.



- **Mr. Chandrashekar Parenky** is **President– R&D** of the company. He was associated with Blue Circle Organics since Jun'12. He has been associated with the company since Oct'22. He holds a bachelor's degree in science from the University of Mysore and a master's degree of science in chemistry from Birla Institute of Technology & Science. He also holds a doctorate of philosophy in science from the University of Bombay.

BLUEJET Management Organization Chart



Financials and valuations

Standalone - Financial Snapshot

	(INR m)							
Y/E March	FY20	FY21	FY22	FY23	FY24	FY25E	FY26E	FY27E
Total Income from Operations	5,382	4,989	6,835	7,210	7,116	10,342	13,456	16,599
Change (%)	2,376.8	-7.3	37.0	5.5	-1.3	45.3	30.1	23.4
Gross Margin (%)	60.9	66.0	57.9	53.4	55.8	55.0	52.1	50.6
EBITDA	2,136	2,061	2,404	2,280	2,292	3,722	4,703	5,693
Margin (%)	39.7	41.3	35.2	31.6	32.2	36.0	34.9	34.3
Depreciation	180	197	221	251	281	185	285	324
EBIT	1,955	1,864	2,183	2,029	2,011	3,537	4,418	5,369
Int. and Finance Charges	74	53	33	14	2	1	8	9
Other Income	57	89	194	240	289	480	357	376
PBT bef. EO Exp.	1,939	1,900	2,344	2,255	2,298	4,017	4,767	5,736
EO Items	0	-53	0	0	-97	0	0	0
PBT after EO Exp.	1,939	1,847	2,344	2,255	2,201	4,017	4,767	5,736
Total Tax	492	488	616	566	563	1,007	1,200	1,444
Tax Rate (%)	25.4	26.4	26.3	25.1	25.6	25.1	25.2	25.2
Reported PAT	1,447	1,358	1,727	1,689	1,638	3,010	3,567	4,292
Adjusted PAT	1,447	1,397	1,727	1,689	1,710	3,010	3,567	4,292
Change (%)	LP	-3.4	23.6	-2.2	1.2	76.0	18.5	20.3
Margin (%)	26.9	28.0	25.3	23.4	24.0	29.1	26.5	25.9

Standalone - Balance Sheet

Y/E March	FY20	FY21	FY22	FY23	FY24	FY25E	FY26E	FY27E
Equity Share Capital	6	99	347	347	347	347	347	347
Total Reserves	1,976	3,299	4,868	6,468	8,105	10,796	13,986	17,823
Net Worth	1,982	3,398	5,215	6,815	8,452	11,143	14,333	18,170
Total Loans	513	516	173	34	16	1,210	1,815	1,815
Deferred Tax Liabilities	42	14	3	10	32	32	32	32
Capital Employed	2,537	3,928	5,391	6,859	8,500	12,384	16,179	20,016
Gross Block	1,291	1,636	1,855	2,203	2,693	4,693	6,693	7,693
Less: Accum. Deprn.	252	448	670	920	1,201	1,386	1,671	1,994
Net Fixed Assets	1,039	1,188	1,185	1,282	1,491	3,307	5,022	5,699
Goodwill on Consolidation	0	201	380	227	226	226	226	226
Capital WIP	20	26	34	305	1,471	1,471	1,471	1,471
Total Investments	39	368	938	1,893	2,554	2,554	2,554	2,554
Curr. Assets, Loans&Adv.	2,544	3,579	4,595	4,915	4,847	7,794	10,766	14,828
Inventory	690	1,177	1,050	1,257	1,298	1,887	2,455	3,029
Account Receivables	253	1,440	2,274	2,394	1,769	2,571	3,346	4,127
Cash and Bank Balance	152	705	877	656	847	1,728	2,873	5,093
Loans and Advances	1,448	258	393	608	932	1,607	2,091	2,580
Curr. Liability & Prov.	1,106	1,435	1,741	1,761	2,089	2,966	3,859	4,761
Account Payables	520	595	565	538	303	371	483	596
Other Current Liabilities	555	802	1,132	1,177	1,734	2,520	3,278	4,044
Provisions	30	37	43	46	52	75	98	121
Net Current Assets	1,438	2,145	2,854	3,153	2,758	4,827	6,907	10,068
Appl. of Funds	2,537	3,928	5,391	6,860	8,500	12,384	16,179	20,016

Financials and valuations

Ratios

Y/E March	FY20	FY21	FY22	FY23	FY24	FY25E	FY26E	FY27E
Basic (INR)								
EPS	29.2	28.2	10.0	9.7	9.9	17.4	20.6	24.7
EPS Growth (%)	LP	-3.4	-64.7	-2.2	1.2	76.0	18.5	20.3
Cash EPS	32.8	32.2	11.2	11.2	11.5	18.4	22.2	26.6
BV/Share	40.0	68.6	30.1	39.3	48.7	64.2	82.6	104.7
DPS	0.0	0.0	0.0	0.0	1.0	1.8	2.2	2.6
Payout (%)	0.0	0.0	0.0	0.0	10.6	10.6	10.6	10.6
Valuation (x)								
P/E	23.5	24.4	69.0	70.6	69.7	39.6	33.4	27.8
Cash P/E	20.9	21.4	61.2	61.4	59.9	37.3	30.9	25.8
P/BV	17.2	10.0	22.8	17.5	14.1	10.7	8.3	6.6
EV/Sales	6.4	6.8	17.3	16.4	16.6	11.5	8.8	7.0
EV/EBITDA	16.1	16.4	49.3	52.0	51.6	31.9	25.1	20.4
Dividend Yield (%)	0.0	0.0	0.0	0.0	0.1	0.3	0.3	0.4
FCF per share	21.5	19.6	7.2	4.7	4.0	0.0	5.3	15.5
Return Ratios (%)								
RoE	115.0	51.9	40.1	28.1	22.4	30.7	28.0	26.4
RoCE	72.1	44.4	37.6	27.7	22.3	28.8	25.0	23.8
RoIC	77.1	53.2	50.5	40.3	39.2	51.7	41.5	39.8
Working Capital Ratios								
Fixed Asset Turnover (x)	5.1	4.5	5.8	5.8	5.1	4.3	3.2	3.1
Asset Turnover (x)	2.1	1.3	1.3	1.1	0.8	0.8	0.8	0.8
Inventory (Days)	47	86	56	64	67	67	67	67
Debtor (Days)	17	105	121	121	91	91	91	91
Creditor (Days)	35	44	30	27	16	13	13	13
Leverage Ratio (x)								
Current Ratio	2.3	2.5	2.6	2.8	2.3	2.6	2.8	3.1
Interest Cover Ratio	26.5	35.1	66.1	149.3	1,249.3	5,771.2	584.3	591.8
Net Debt/Equity	0.2	-0.1	-0.1	-0.1	-0.1	0.0	-0.1	-0.2

Consolidated - Cash Flow Statement

Y/E March	FY20	FY21	FY22	FY23	FY24	FY25E	FY26E	FY27E
OP/(Loss) before Tax	1,939	1,847	2,432	2,166	2,201	4,017	4,767	5,736
Depreciation	180	197	221	251	281	185	285	324
Interest Expenses	0	0	0	0	0	1	8	9
Others	207	-21	-154	-73	-90	0	0	0
Direct Taxes Paid	-486	-2	-276	-600	-111	-1,007	-1,200	-1,444
(Inc)/Dec in WC	-616	-727	-759	-329	132	-1,188	-933	-942
CF from Operations	1,224	1,293	1,464	1,415	2,413	2,007	2,926	3,683
(Inc)/Dec in FA	-160	-321	-218	-593	-1,722	-2,000	-2,000	-1,000
Free Cash Flow	1,064	972	1,247	823	691	7	926	2,683
Change in Investments	-294	27	15	4	-450	0	0	0
Others	1	-213	-557	-884	-466	0	0	0
CF from Investments	-452	-507	-760	-1,473	-2,638	-2,000	-2,000	-1,000
Issue of Shares	0	0	0	0	0	0	0	0
Inc/(Dec) in Debt	-651	-222	-526	0	0	1,194	605	0
Interest Paid	-74	-53	-32	0	0	-1	-8	-9
Dividend Paid	0	0	0	0	0	-319	-378	-455
Others	0	1	-4	-42	-20	0	0	0
CF from Fin. Activity	-725	-275	-561	-42	-20	874	219	-464
Inc/Dec of Cash	47	511	143	-100	-245	881	1,146	2,219
Opening Balance	54	100	611	754	654	410	1,290	2,436
Closing Balance	101	611	754	654	409	1,290	2,436	4,655

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