ADROIT
WISDOM TO PROSPERITY

Sudeep Pharma Limited

Sudeep Pharma Ltd.

November 19, 2025

IPO Details

IPO Date	November 21, 2025 to November 25, 2025
Face Value	₹1 per share
Issue Price Band	₹563 to ₹593 per share
Lot Size	25 Shares
Sale Type	Fresh Capital-cum-Offer for Sale
Total Issue Size	1,50,92,750 shares(aggregating up to ₹895.00 Cr)
Fresh Issue	16,02,024 shares(aggregating up to ₹95.00 Cr)
Offer for Sale	1,34,90,726 shares of ₹1(aggregating up to ₹800.00 Cr)
Issue Type	Book building IPO
Listing At	BSE, NSE
Shareholding pre issue	11,13,46,602 shares
Share Holding Post Issue	11,29,48,626 shares
QIB Shares Offered	Not more than 50% of the Net Offer
Retail Shares Offered	Not less than 35.00% of the Net Offer
NII (HNI) Shares Offered	Not less than 15% of the Net Offer
Retail (Min & Max) shares	25 Shares & 325 shares
Retail (Min & Max) application amount	₹14,825 & ₹1,92,725
S-HNI (Min shares & application amount)	350 shares & ₹2,07,550
S-HNI (Max shares & application amount)	1,675 shares & ₹9,93,275
B-HNI (Min shares & application amount)	1,700 shares & ₹10,08,100
Basis of Allotment	Wed, Nov 26, 2025
Initiation of Refunds	Thu, Nov 27, 2025
Credit of Shares to Demat	Thu, Nov 27, 2025
Listing Date	Fri, Nov 28, 2025
Cut-off time for UPI mandate confirmation	5 PM on Tue, Nov 25, 2025
Promoters	Sujit Jaysukh Bhayani, Avani Sujit Bhayani, Shanil Sujit Bhayani, Sujeet Jaysukh Bhayani HUF, Riva Resources Private Limited, and Bhayani Family Trust are the promoters of the company.
Registrar	MUFG Intime India Pvt.Ltd.

Note 1: Application made using third party UPI or ASBA A/C is liable to be rejected. For apply please click on the Link https://ipo.adroitfinancial.com/ for any kind of assistance please contact to their helpdesk team at 0120-6826800 or mail us on ipo@adroitfinancial.com

IPO UPDATE

Company Profile

Sudeep Pharma Limited is a technology-led manufacturer of excipients and specialty ingredients for the pharmaceutical, food and nutrition sectors. Established in 1989, the Company operates four manufacturing facilities across India and Ireland with advanced capabilities in encapsulation, granulation, spray drying and liposomal technologies. Its product portfolio spans mineral-based ingredients, APIs, micronutrient premixes and innovative systems under brands like Lipoboost and Novelcap. Backed by global certifications including USFDA and CEP, Sudeep Pharma serves over 1,100 customers across 100 countries. Exports contribute a major share of revenue, supported by strong R&D with over 420 projects executed in recent years. The Company is led by an experienced promoter group and continues to expand its global footprint and specialty ingredient capabilities.

The Revenue of the Company increased by 9.29 % and Profit after Tax rose by 4.34 % from FY24 to FY25.

Objects of the Issue

- Offer for Sale – Rs. 800 Crore
- Capital expenditure towards procurement of machinery for their production line located at Nandesari Facility I - Rs. 75.81 Crore
- General corporate purposes – Rs. 19.19 Crore

Financial Details

Particulars (Amount in Crores)	30-Jun-25	31-Mar-25	31-Mar-24	31-Mar-23
Revenue from Operations	124.91	501.99	459.28	428.73
Other income	5.15	9.32	6.09	9.52
Total Income	**130.07**	**511.32**	**465.37**	**438.25**
Expenses				
- Cost of materials consumed	57.62	208.62	153.74	200.14
- Changes in inventories of finished goods and work-in-progress	(15.30)	(43.83)	11.56	(17.67)
- Employee Benefit Expense	12.23	38.34	29.40	66.09
- Finance costs	1.70	5.84	3.92	4.74
- Depreciation and amortization expense	3.25	10.59	9.01	7.91
- Other expenses	26.48	108.91	82.91	91.05
Total expenses	**86**	**328.48**	**290.56**	**352.27**
EBITDA	**43.87**	**189.95**	**181.65**	**89.11**
EBITDA Margin (%)	**35.12%**	**37.84%**	**39.55%**	**20.78%**
Profit/(Loss) before tax	**44.07**	**182.84**	**174.81**	**85.98**
Tax expense/(credit)	12.80	44.15	41.63	23.65
Profit/(Loss) After Tax	**31.27**	**138.69**	**133.18**	**62.32**
PAT Margin (%)	**25.03%**	**27.6%**	**28.99%**	**14.53%**
Basic EPS (in Rs.)	**2.80**	**12.78**	**12.28**	**5.74**

Key Metrics	30-Jun-25	Mar-25	Mar-24	Mar-23
ROE (%)	4.52%	28.13%	37.41%	27.91%
ROCE (%)	5.50%	29.82%	41.17%	29.40%
Net Debt to Equity ratio	0.14	0.2	0.17	0.32
Net Working capital cycle days	344	282	148	143

Note 1: Application made using third party UPI or ASBA A/C is liable to be rejected. For apply please click on the Link https://ipo.adroitfinancial.com/ for any kind of assistance please contact to their helpdesk team at 0120-6826800 or mail us on ipo@adroitfinancial.com

Competitive Strengths

- **Market Leadership and Diversified Portfolio in a High Barrier Industry:** It is a leading manufacturer of excipients and specialty ingredients for the pharmaceutical, food and nutrition industries, offering a portfolio of over 100 products. The Company is among the world's largest producers of food-grade Iron Phosphate and a key Indian player in specialty ingredients such as encapsulated preservatives. Operating in a highly regulated industry with strong customer stickiness, the company benefits from high entry barriers and long-standing trust. This positions the company to sustain its market leadership and capture continued global growth.

- **Robust Manufacturing and High Regulatory Compliance:** Sudeep Pharma Limited operates four technologically advanced manufacturing facilities in India and Ireland, offering a combined annual capacity of 72,246 Metric Tonne. Its plants hold 35 global accreditations and 10 product-specific approvals including a rare USFDA certification for mineral-based food ingredients. As one of only a few companies globally with these credentials, the company ensures exceptional quality through advanced automation and precise process control.

- **Distinguished Global Customer Base with Strong Retention:** The company serves over 1,100 customers across nearly 100 countries, including more than 40 blue-chip multinationals and 14 Fortune 500 companies such as Pfizer, Merck and Danone. The Company benefits from strong customer loyalty, with 83.17% of revenue in the quarter ended June 30, 2025 coming from repeat business and an average relationship tenure of over seven years with its top clients. Export sales are a key contributor, accounting for 58.68% of revenue during the same period.

- **Strong Research and Development (R&D) Capabilities and Innovation:** The company has strong R&D capabilities supported by two dedicated facilities and a team of 41 specialists working on particle engineering, stability enhancement and improved nutrient bioavailability. Leveraging in-house technologies such as encapsulation, spray drying, granulation and liposomal preparations, the Company addresses complex formulation challenges. It has completed over 420 R&D projects and commercialized 127 products in recent years.

- **Financial Growth and Experienced Management:** Sudeep Pharma Limited has shown strong financial momentum, with revenue growing at an 8.21% CAGR and profit increasing at a 49.20% CAGR between Fiscal 2023 and 2025. The Company maintains robust profitability, evidenced by a 66.12% adjusted gross margin for the quarter ended June 30, 2025. Its performance is driven by an experienced leadership team led by Managing Director Sujit Jaysukh Bhayani, who brings over three decades of industry expertise.

Key Risk Factors

- **Customer Concentration Risk:** The company faces customer concentration risk, with its top 10 customers contributing 42.10% of revenue for the quarter ended June 30, 2025. The loss of any major customer or a drop in their demand could significantly affect the Company's business performance and financial stability.

- **Segment Concentration Risk:** The company is significantly dependent on its pharmaceutical, food and nutrition segment, which has contributed 66.43% to 77.01% of revenue across recent periods. This concentration exposes the Company to risks arising from regulatory changes, increased competition, supply chain disruptions or evolving consumer preferences. Any adverse developments in this segment could materially affect its overall business performance.

- **Regulatory and Quality Control Issues:** The company manufacturing facilities are regularly inspected by regulatory authorities making strict quality compliance essential. Any manufacturing or quality issues could lead to regulatory action, product cancellations or reputational harm. Failure to adequately address could even result in sanctions or facility shutdowns, adversely impacting operations.

- **Geographical Concentration of Facilities:** The company has significant geographic concentration, with three of its four manufacturing facilities and one R&D center located in Vadodara, Gujarat. Any major disruption in this region-whether social, political, economic, or environmental-could directly impact production and research operations. This concentration heightens the Company's exposure to localized risks that may affect overall business continuity.

- **High Dependence on Export Sales:** Sudeep Pharma Limited relies heavily on exports, which account for 58.68% to 68.45% of its revenue, exposing it to international regulatory, economic and political risks. Adverse developments such as tariffs, anti-sourcing laws or regional instability could raise costs and reduce competitiveness. If key markets like the United States were to impose tariffs on relevant pharmaceutical goods, the Company's profitability could be significantly impacted.

Name of the Companies	Market Price	Face Value (per Share)	P/E Ratio	EPS (Basic)	EPS (Diluted)	RoNW (%)	NAV (per Share)
Sudeep Pharma Ltd.	NA	1	48.27*	12.28**	12.28**	27.88	45.86
Peers:-							

*P/E calculated based on upper band price.
**EPS calculated including fresh issue shares.
The company has no listed peers.

Summary

India’s strong economic growth, supportive manufacturing policies and rising infrastructure investment are creating a favourable environment for sectors served by Sudeep Pharma. Globally, demand for pharmaceutical excipients is expanding, driven by generics, biosimilars and outsourcing trends, while India’s reliance on imported excipients presents a significant opportunity for domestic leaders like Sudeep Pharma. The food and nutritional ingredients market is also growing steadily, supported by health and wellness trends, innovation in delivery systems. Together, these macro and industry trends position the Company to benefit from long-term structural growth across its core and emerging markets.

The Company is a science-led manufacturer of essential excipients and specialty nutrition ingredients, helping make medicines and food products safer, more effective and more nutritious. With over three decades of expertise and a global presence across nearly 100 countries, the Company is trusted by leading healthcare and nutrition brands worldwide. Backed by strong R&D and advanced technologies, Sudeep Pharma continues to innovate solutions that support better health and well-being.

The company has a marquee clientele which creates a high barriers to entry as the approval process to supply to these companies is stringent, which creates a moat for the business.

The company is current running at 50% utilizations with another greenfield expansion in the pipeline which will be commissioned by the end of the fiscal year and will add capacity by 50%. They company has a peak revenue potential of Rs 900+ Cr post the expansion, which creates room for sustained growth in the coming years. The margins for the company are expected to remain stable.

While the company has no direct listed peer, the valuations are at par with other pharmaceutical companies that are listed in India.

Therefore, it is recommended to **“Subscribe”** to the IPO for long-term investment, considering its growth potential.

DISCLAIMER

Prepared By:

Research Analyst : Anmol Grover

Email ID: anmolgrover@adroitfinancial.com

Research Associate : Mritunjaya Narang

Phone Number: 0120-4550300*270/388

Adroit Financial Services Private Limited (hereinafter referred to as “Adroit”) is a registered Member of National Stock Exchange of India Limited, Bombay Stock Exchange Limited and Metropolitan Stock Exchange Limited. It is also registered as a Depository Participant with CDSL and NSDL. **Adroit Financial Services Private Limited is a registered entity with SEBI for Research Analyst in terms of SEBI (Research Analyst) Regulations, 2014 vide Registration Number INH100003084.** Adroit or its associates has not been debarred/ suspended by SEBI or any other regulatory authority for accessing /dealing in securities Market. Adroit or its associates/analyst has not received any compensation / managed or co-managed public offering of securities of the company covered by Analyst during the past twelve months.

This document is solely for the personal information of the recipient, and must not be singularly used as the basis of any investment decision. Nothing in this document should be construed as investment or financial advice. Each recipient of this document should make such investigations as they deem necessary to arrive at an independent evaluation of an investment in the securities of the companies referred to in this document (including the merits and risks involved), and should consult their own advisors to determine the merits and risks of such an investment. The information in this document has been printed on the basis of publicly available information, internal data and other reliable sources believed to be true, but They do not represent that it is accurate or complete and it should not be relied on as such, as this document is for general guidance only. Neither Adroit, nor its directors, employees or affiliates shall be liable for any loss or damage that may arise from or in connection with the use of this information. Adroit Financial Services Private Limited has not independently verified all the information contained within this document. Accordingly, They cannot testify, nor make any representation or warranty, express or implied, to the accuracy, contents or data contained within this document.