

IPO Note: Rubicon Research Ltd.

Industry: Pharmaceutical

Date: October 08, 2025

Issue Snapshot	
Company Name	Rubicon Research Ltd.
Issue Opens	October 09, 2025 to October 13, 2025
Price Band	Rs. 461 – Rs. 485
Bid Lot	30 Equity Shares and in multiples thereof.
The Offer	Public issue of 2,84,02,041 Equity shares of Face value Rs. 1 each, (Comprising of fresh issue of 1,03,09,278 Equity Shares* (Rs. 500 cr.) and Offer for Sale of 1,80,92,763 Equity Shares* (Rs. 877 cr.) by Selling Shareholder).
Issue Size	Rs. 1,377.5 crore
IPO Process	100% Book Building
Face Value	Rs. 1.00
Exchanges	NSE & BSE
BRLM	Axis Capital Ltd., IIFL Capital Services Ltd., JM Financial Ltd., SBI Capital Markets Ltd.
Registrar	MUFG Intime India Pvt. Ltd.

Issue Break up		
QIB ex Anchor	30%	85,09,788
Anchor Investor	45%	1,27,64,681
HNI<Rs. 10 Lakhs	5%	14,18,298
HNI>Rs. 10 Lakhs	10%	28,36,596
RII	10%	28,36,596
Total Public	100%	2,83,65,959
Employee Reservation		36,082
Total		2,84,02,041
Equity Share Pre Issue (Nos. Cr.)		15.4
Fresh Share (Nos. Cr.)		1.0
OFS Share (Nos. Cr.)		1.8
Equity Share Post Issue (Nos. Cr.)		16.5
Market Cap (Rs. Cr.)		7,990.2
Equity Dilution		6.3%
Stake Sale by OFS		11.0%

Objects of the Offer

Offer for Sale

The Company will not receive any proceeds of the Offer for Sale by the Selling Shareholder. (By General Atlantic Singapore RR Pte. Ltd.)

Fresh Issue

- Prepayment or scheduled repayment of all or a portion of certain outstanding borrowings availed by the Company (Rs. 310 cr.);
- Funding inorganic growth through unidentified acquisitions and other strategic initiatives; and
- General corporate purposes.

Company Highlights

- Rubicon Research Ltd. is an India-based pharmaceutical formulations company specializing in the development, manufacturing, and marketing of branded specialty and generic prescription products for regulated markets, primarily the United States. It is the only Indian formulations company with an exclusive focus on regulated markets and has achieved revenue CAGR of 75.9% between FY23 and FY25 over seven times higher than the peer average, as per Frost & Sullivan.
- As of June 30, 2025, Rubicon had 72 active Abbreviated New Drug Applications (ANDAs) and nine New Drug Applications (NDAs) approved by the USFDA, with an exceptional commercialization rate of 86.4%, one of the highest among peers. Its portfolio includes 66 commercialized products, nine of which hold over 25% market share by value in the US, reflecting its strong execution in product selection and regulatory approvals.
- The company's operations span multiple therapeutic areas including central nervous system (CNS), cardiovascular (CVS), analgesics, metabolic, and anti-allergic segments. Specialty products accounted for around 27% of gross margins in FY25, underscoring Rubicon's focus on differentiated, complex, and low-competition products.
- Rubicon operates two USFDA-inspected R&D centers in India and Canada spread over 38,000 sq ft and 13,609 sq ft respectively. It also operates three manufacturing sites in India, accredited by regulatory agencies including the USFDA, MHRA, TGA, and Health Canada. These facilities support production of oral solids, liquids, and nasal spray formulations with a combined annual capacity exceeding 10 billion tablets.

- The company has a strong compliance track record with no “Official Action Indicated” (OAI) from the USFDA since inception. It is majority-owned by General Atlantic, a leading global growth investor with significant experience in healthcare and life sciences, providing both strategic direction and financial strength to the business.
- Operations include two US FDA-inspected R&D facilities located in India and Canada, alongside three manufacturing plants in India. As of June 30, 2025, manufacturing services have cumulative formulations manufacturing capacity of 10,226.61 million tablets of oral solid dosages per annum, 3,459.08 kiloliters per annum of oral liquid dosages per annum, 4.14 million tubes per annum and 24.83 million bottles/microvials of nasal sprays per annum, on a three-shift basis, subject to product mix. These sites hold accreditations from multiple regulatory bodies including the US FDA, Maharashtra Food and Drugs Administration (WHO-GMP), and Health Canada.

View

- Rubicon Research has established itself as a differentiated formulations player with a strong innovation focus and an exclusive orientation toward regulated markets. Its consistent regulatory success, high commercialization rate, and strong execution in complex product categories highlight its strategic clarity and operational capability.
- The company’s focus on expanding its specialty and drug–device combination portfolio, particularly in CNS and CVS therapies, positions it well to enhance profitability and resilience amid pricing pressures in the US generics market. Its early investments in nasal spray drug–device combinations and other high-barrier technologies give it a unique edge in underpenetrated product segments. The company is one of the only 28 companies which secured US FDA approvals for nasal sprays between 2019 and 2024.
- With 72 approved active ANDAs and nine active NDAs, 17 products currently under USFDA review and 63 in various stages of development, Rubicon’s strong R&D pipeline provides sustained growth visibility. In the three month period ended June 30, 2025, and Fiscal 2025, 2024 and 2023 the company received 6, 12, 14 and 12 ANDA approvals from the USFDA, respectively. The company’s data-driven portfolio selection and ROI-focused development process enable disciplined capital deployment and mitigate competitive intensity in traditional generics.
- Expansion into other regulated markets such as the UK, Canada, and Australia leveraging existing facility accreditations will further diversify its revenue base. Backed by General Atlantic’s global expertise and capital support, Rubicon is well positioned to continue scaling its specialty franchise and strengthen its standing among mid-sized Indian pharmaceutical exporters to regulated markets.
- The company has a robust, data-driven, multi-disciplinary and ROI-driven selection approach that involves a comprehensive review of each product candidate encompassing its relevance to the standard of care, patient demographics and outlook, multi-level competitive dynamics, unit economics, technical feasibility, and supply chain risk. Its product selection process prioritizes candidates that leverage its technological and manufacturing expertise or where it expects to obtain patent protection.
- As on June 30, 2025, the company sells three third-party products where it neither owns the ANDA nor manufactures the products. In selecting such products, it considers its customers’ requirements, its assessment of the competitive advantage created by the manufacturer, the product’s fit with its basket of products and sales and marketing channels. These products contributed 4.72% and 3.79% of its revenue in Q1FY26 and FY25, respectively. It currently has three manufacturing facilities and it may add more facilities from time to time to enhance its manufacturing capabilities.
- In terms of the valuations, on the higher price band, Rubicon demands P/E multiple of 59.5x post issue FY25 annualized EPS.

Financial Statement

(In Rs. Cr)	FY23	FY24	FY25	Q1FY25	Q1FY26
Share Capital	5.07	15.21	15.41	15.21	15.41
Net Worth	286.4	385.0	541.0	412.7	593.7
Long Term Borrowings	97.3	92.6	64.5	82.4	179.9
Other Long Term Liabilities	4.7	59.4	59.9	60.9	84.8
Short-term borrowings	220.6	303.8	328.7	267.7	315.9
Other Current Liabilities	140.7	268.7	457.3	366.0	473.3
Fixed Assets	223.9	316.9	333.8	323.1	525.1
Non Current Assets	245.9	29.4	54.2	23.6	23.1
Current Assets	501.6	763.2	1063.4	843.0	1099.3
Total Assets	749.7	1109.5	1451.4	1189.8	1647.6
Revenue from Operations	393.5	853.9	1284.3	316.7	352.5
Revenue Growth (%)		117.0	50.4		11.3
EBITDA	18.5	154.6	255.9	55.4	75.3
EBITDA Margin (%)	4.7	18.1	19.9	17.5	21.4
Net Profit	(16.9)	91.0	134.4	25.6	43.3
Net Profit Margin (%)	(4.3)	10.7	10.5	8.1	12.3
Earnings Per Share (Rs.)	(1.1)	5.9	8.7	1.7	2.8
Return on Networth (%)	(5.7)	27.1	29.0	6.4	7.6
Net Asset Value per Share (Rs.)	18.8	25.3	35.5	27.1	38.5

Source: RHP, Ashika Research

Cash Flow Statement

(In Rs. Cr)	FY23	FY24	FY25	Q1FY25	Q1FY26
Cash flow from Operations Activities	(74.7)	21.0	159.2	95.7	43.9
Cash flow from Investing Activities	(33.8)	(68.5)	(64.8)	(10.9)	(142.8)
Cash flow from Financing Activities	122.8	43.6	(39.8)	(57.6)	90.1
Net increase/(decrease) in cash and cash equivalents	14.2	(4.0)	54.6	27.2	(8.8)
Cash and cash equivalents at the beginning of the year	38.7	54.4	50.6	50.6	105.0
Cash and cash equivalents at the end of the year	54.4	50.6	105.0	79.5	97.8

Source: RHP

Comparison with Listed Industry Peers

Co Name	Net Sales (Rs. Cr.)	OPM (%)	D/E (x)	ROCE (%)	RONW (%)	P/E (x)	P/BV (x)	EV/EBITDA (x)	MCap/Sales (x)	Market Cap (Rs. Cr.)
Rubicon Research Ltd.	1284.3	19.9	0.2	29.9	12.9	59.5	7.3	31.1	6.2	7990.2
Sun Pharmaceutical Industries Ltd.	52578.4	32.8	0.0	19.9	16.2	38.3	5.3	21.7	7.4	396922.0
Dr. Reddy's Laboratories Ltd.	32643.9	29.5	0.1	23.3	18.6	18.4	3.0	10.9	3.2	104255.8
Zydus Lifesciences Ltd.	23241.5	16.1	0.1	26.1	21.1	21.7	3.9	13.4	4.3	99390.8
Lupin Ltd.	22707.9	14.7	0.3	22.0	21.1	23.8	4.8	15.0	3.8	87909.9
Aurobindo Pharma Ltd.	31723.7	11.3	0.2	14.4	11.1	18.7	1.9	8.9	2.0	63292.9
Alembic Pharmaceuticals Ltd.	6672.1	15.7	0.2	13.5	11.6	29.9	3.4	17.4	2.6	18040.6
Strides Pharma Science Ltd.	4565.3	12.1	0.7	16.6	17.5	21.1	2.9	10.0	1.6	7668.8

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