Corona Remedies Ltd

Company Overview:

Corona Remedies Ltd (Corona) is an India-focused domestic branded formulations company engaged in the development, manufacturing & marketing of products in the women's health, cardio-diabeto, pain management, urology, etc therapies. The company's diversified product portfolio comprises of 71 brands, including 27 "engine" brands as of Jun'25. On MAT Jun'25 basis, Corona was the 29th largest pharmaceutical company in India and positioned as the 17th largest company in its covered markets, in terms of domestic sales.

Key Highlights:

1. **Market leading "engine" brands with low exposure to NLEM:** As of Jun'25, the company has identified 27 "engine" brands, which includes brands like Trazer (Gynecology), COR (Gynecology), Myoril (Analgesics) that are #1 brands in their respective covered sub-therapeutic area. Further as of Jun'25, only 9.8% of its portfolio was exposed to the National List of Essential Medicines (NLEM) 2022 vs 17.5% exposure for the entire Indian Pharmaceutical Market (IPM). As a result, the company is able to mitigate regulatory pricing and enjoys greater pricing & revenue flexibility.
2. **Pan-India sales & distribution network:** As of Jun'25, Corona operated through a robust distribution network of 22 C&F agents and 2,000+ distributors across 22 States & UTs in India. Further, this network is supported by a growing field force of 2,671 medical representatives which enable the company to engage with specialist and super-specialist healthcare professional which together contributed ~75.8% to its prescription volume as of MAT Jun'25.
3. **Established & regulatory compliant manufacturing base:** As of Jun'25, the company operated through 2 manufacturing facilities based in Bhayla, Gujarat and Solan, Himachal Pradesh. These facilities have 11 production lines with aggregate installed capacity of 1,285 million units per annum. The facility in Bhayla is EU-GMP and WHO-GMP certified, while the Solan facility is WHO-GMP certified, portraying the company's focus on quality manufacturing facilities. Further, the company has invested in La Chandra Labs which also operates EU-GMP and WHO-GMP certified API manufacturing facility, which is used for backward integration of hormone-based women's health products.
4. **Track record of strategic acquisition led growth :** Apart from its organic product portfolio, Corona also places a focus on executing brand acquisitions and establishing in-licensing agreements to address therapy gaps or to establish complementary capabilities. The company in the past has portrayed excellence in integrating and expanding acquired products from GSK Pharma (Dilo DX, Dilo BM, Vitneurin, Stelbid) and Sanofi India (Myoril) which have grown at a CAGR of 75.4% and 51.9% respectively from the date of acquisition to MAT Jun'25.

Valuation: Corona Remedies is a domestic focused branded formulations company which manufactures and markets 71 brands, including market leading brands like Trazer, COR, Myoril, etc. At upper price band of Rs 1,062, the stock trades at FY25 P/E multiple of 43.5x based on post-issue capital. Between FY23-FY25, the company has demonstrated strong financial resilience, delivering Revenue/EBITDA/PAT CAGR of 16.3%/ 36.9%/32.6% respectively. Corona's plans to expand its field force to deepen geographical presence and its ongoing capex for a hormone manufacturing facility (~2x of current net block) which is expected to be commissioned during FY27, will act as levers for its next leg of growth. Further, looking at healthy return ratios, lean balance sheet and valuations which are in-line with peers, we recommend investors to SUBSCRIBE to the issue at cut-off price.

Issue Details	
Date of Opening	8th December 2025
Date of Closing	10th December 2025
Price Band (Rs)	1,008 – 1,062
Offer for sale (Rs cr) @ upper price band	655.4
Fresh Issue (Rs cr)	-
Issue Size (Rs cr) @ upper price band	655.4
No. of shares @ upper price band	61,71,102
Face Value (Rs)	10.0
Post Issue Market Cap (Rs cr)	6,165 – 6,495
BRLMs	JM Financial Ltd, IIFL Capital Services Ltd, Kotak Mahindra Capital Company Ltd
Registrar	Bigshare Services Pvt Ltd
Bid Lot	14 shares and in multiple thereof
QIB shares	50%
Retail shares	35%
NII shares	15%
Employee Reservation (Rs cr)	5.85
Employee Discount (Rs)	54.0

Shareholding Pattern

Pre-Issue	No. of Shares	%
Promoter & Promoter Group	4,43,38,558	72.5
Public & Others	1,68,21,530	27.5
Total	**6,11,60,088**	**100.0**

Post Issue @ Upper Price Band	No. of Shares	%
Promoter & Promoter Group	4,21,98,991	69.0
Public & Others	1,89,61,097	31.0
Total	**6,11,60,088**	**100.0**

Selling shareholders through OFS	Classification	Amount (Rs cr)
Dr. Kirtikumar Laxmidas Mehta	Promoter	129.8
Minaxi Kirtikumar Mehta	Promoter	76.6
Dipabahen Niravkumar Mehta	Promoter	10.4
Brinda Ankur Mehta	Promoter	10.4
Sepia Investments Ltd	Investor	404.6
Anchor Partners	Investor	15.1
Sage Investment Trust	Investor	8.4
Total		**655.4**

Source: RHP, SSL Research

Key Financials

Particulars (Rs cr)	FY23	FY24	FY25	1QFY26
Revenue from operations	884	1,014	1,196	347
EBITDA	128	155	240	70
Adj. PAT	85	91	149	46
EBITDA Margin (%)	14.5	15.3	20.1	20.1
Adj. PAT Margin (%)	9.6	8.9	12.5	13.3
RoE (%)	20.8	18.8	24.6	-
RoCE (%)	28.0	21.6	31.2	-
P/E (x)*	76.5	71.8	43.5	-

Note: Pre-issue P/E based on upper price band
Source: RHP, SSL Research

Risk Factors

- **Therapeutic & Engine brand concentration:** During FY23/FY24/FY25/1QFY26, the company derived 56.0%/ 60.4%/62.4%/65.1% of its revenue respectively, from Women's Health, Cardio-Diabetic and Pain Management therapeutic areas. Further, it derived 65.5%/67.7%/72.5%/72.3% of its FY23/FY24/FY25/1QFY26 revenue from its 27 engine brands.

- **Geographical concentration:** During FY23/FY24/FY25/1QFY26, the company derived 96.4%/96.6%/96.3%/96.3% of its revenue from the domestic market respectively. Any decrease in demand for the company's products in India or any inability to expand into international markets may have an adverse impact on the company's performance.

- **Raw material sourcing:** The company depends entirely on third party suppliers for raw materials and it does not enter into any long-term contracts with these suppliers. Any failure to procure raw materials in a timely or cost-effective manner may have an adverse impact on the company's performance.

Growth Strategies

- Increase market share within the Indian Pharmaceutical Market.
- Grow the product portfolio with focus on long product life cycles and progression.
- Expand into other therapeutic areas with significant growth potential and deepen presence in existing therapeutic areas.
- Execute strategic acquisitions and establish in-licensing agreements
- Expand sales in select overseas markets with a focused approach.

Revenue Mix – Domestic & Exports

Particulars	FY23		FY24		FY25		1QFY26	
	Rs cr	as a % of Total Revenue	Rs cr	as a % of Total Revenue	Rs cr	as a % of Total Revenue	Rs cr	as a % of Total Revenue
India	852.2	96.4	980.2	96.6	1,152.5	96.3	333.9	96.3
Exports	31.9	3.6	34.2	3.4	44.0	3.7	12.7	3.7
Total	**884.1**	**100.0**	**1,014.5**	**100.0**	**1,196.4**	**100.0**	**346.5**	**100.0**

Source: RHP, SSL Research

Revenue Mix – Therapy Wise

Particulars	MAT Jun'22		MAT Jun'23		MAT Jun'24		MAT Jun'25	
	Rs cr	as a % of Domestic Revenue	Rs cr	as a % of Domestic Revenue	Rs cr	as a % of Domestic Revenue	Rs cr	as a % of Domestic Revenue
Women's Health	232.2	25.9	311.4	28.3	349.0	27.7	408.0	28.6
Cardio-Diabeto	184.2	20.5	236.7	21.5	296.4	23.6	334.0	23.4
Pain Management	99.4	11.1	106.9	9.7	134.5	10.7	168.4	11.8
Urology	15.9	1.8	19.4	1.8	26.7	2.1	64.7	4.5
Others	365.4	40.7	427.6	38.8	451.1	35.9	453.4	31.7
Total	**897.2**	**100.0**	**1,102.1**	**100.0**	**1,257.7**	**100.0**	**1,428.5**	**100.0**

Source: RHP, SSL Research
MAT stands for Moving Annual Total, which is the value of sales for the preceding 12 months.

Revenue Mix – Top 10 Brands

Particulars	MAT Jun'22		MAT Jun'23		MAT Jun'24		MAT Jun'25	
	Rs cr	as a % of Domestic Revenue	Rs cr	as a % of Domestic Revenue	Rs cr	as a % of Domestic Revenue	Rs cr	as a % of Domestic Revenue
B-29	87.0	9.7	105.3	9.6	139.8	11.1	150.6	10.5
Myoril*	38.6	4.3	41.6	3.8	67.0	5.3	96.4	6.7
Tricium	46.4	5.2	63.6	5.8	74.2	5.9	75.8	5.3
Cortel	20.7	2.3	36.7	3.3	39.3	3.1	73.5	5.1
Obimet	49.7	5.5	41.8	3.8	52.1	4.1	61.4	4.3
Rosuless	33.6	3.7	38.0	3.4	51.2	4.1	59.7	4.2
Ulpan	27.2	3.0	38.0	3.4	51.2	4.1	59.7	4.2
Vitneurin	36.5	4.1	39.2	3.6	43.8	3.5	44.2	3.1
COR-3	39.8	4.4	41.9	3.8	43.2	3.4	43.7	3.1
C-HOP	31.9	3.6	36.5	3.3	37.0	2.9	38.7	2.7
Others	485.7	54.1	619.5	56.2	658.9	52.4	724.9	50.7
Total	**897.2**	**100.0**	**1,102.1**	**100.0**	**1,257.7**	**100.0**	**1,428.5**	**100.0**

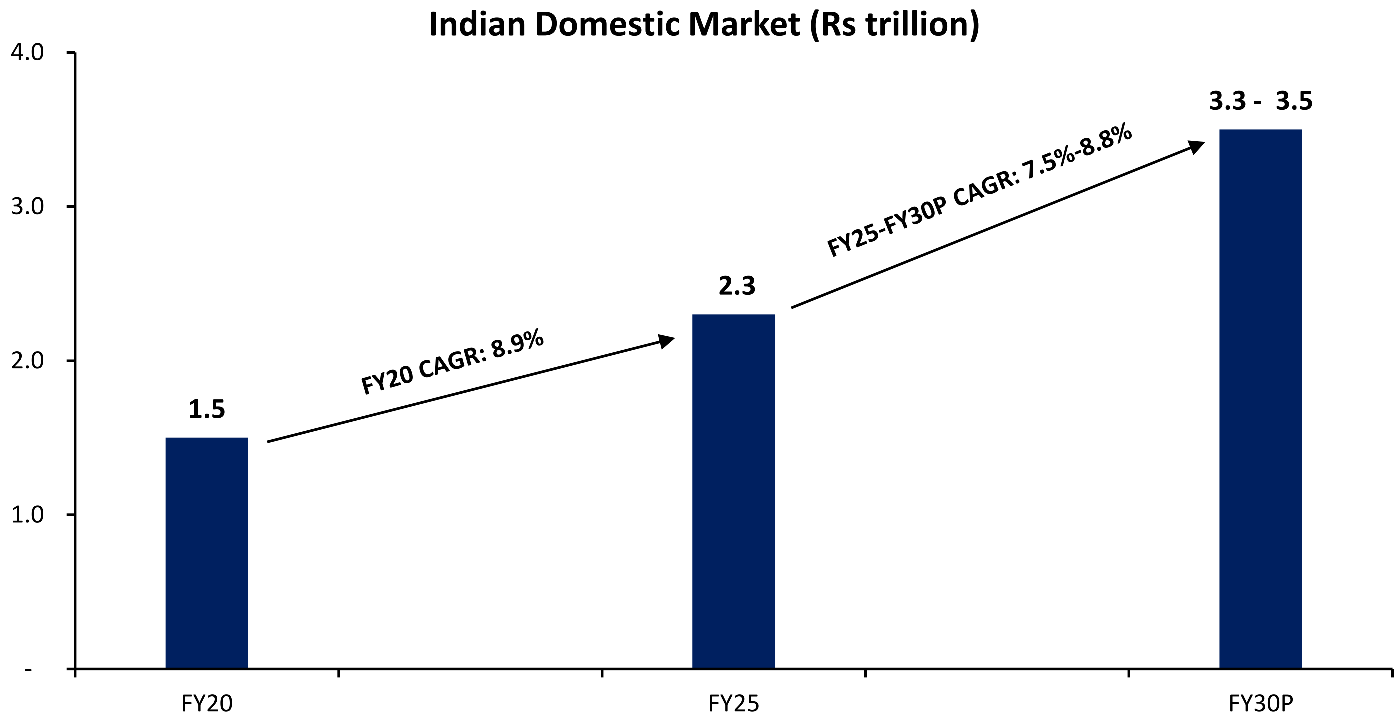
Source: RHP, SSL Research
****The company acquired Myoril in Dec'23.***
MAT stands for Moving Annual Total, which is the value of sales for the preceding 12 months.

Key Products as of MAT Jun'25

Particulars	Domestic Revenue (Rs cr)	as a % of Domestic Revenue	Sub-Group Ranking
Gynaecology			
C-HOP	36.7	2.6%	5
Trazer	32.7	2.3%	1
COR	38.7	2.7%	1
Cardio-diabeto			
Cortel	72.5	5.1%	17
Rosuless	59.7	4.2%	15
Bisobis	20.3	1.4%	5
Obimet	61.4	4.3%	18
Sitabite	28.3	2.0%	24
Dapabite	18.2	1.3%	17
Pain Management			
Myoril*	96.4	6.8%	1
GB 29 (part of B-29)	45.9	3.2%	8
Etowin	12.7	0.9%	10
Urology			
Dosin	27.0	1.9%	9
Alkashot	13.0	0.9%	3
Tamdosin	11.3	0.8%	10

Source: RHP, SSL Research
****The company acquired Myoril in Dec'23.***
MAT stands for Moving Annual Total, which is the value of sales for the preceding 12 months.

Industry Overview



Source: RHP, SSL Research

Share of Key Therapies in the Domestic Formulations Market

Name of the Therapy	FY20	FY25	FY30P
Cardiovascular	12.4%	13.3%	14.0% - 15.0%
Anti-Infectives	12.7%	11.7%	10.5% - 11.5%
Gastrointestinal	11.2%	12.2%	11.5% - 12.5%
Anti-diabetic	10.1%	9.2%	9.0% - 10.0%
Vitamins, minerals & Nutrients (WMN)	8.6%	9.0%	9.0% - 10.0%
Respiratory	7.5%	7.5%	7.0% - 8.0%
Pain-Management or Analgesics	6.8%	7.0%	6.0% - 7.0%
Derma	7.3%	6.5%	6.0% - 7.0%
Neuro-sciences or CNS	6.2%	6.7%	6.0% - 7.0%
Gynaecology	3.1%	3.2%	3.0% - 4.0%
Urology	1.5%	1.6%	1.5% - 2.0%

Source: RHP, SSL Research

Financial Snapshot

INCOME STATEMENT				
Particulars (Rs cr)	**FY23**	**FY24**	**FY25**	**1QFY26**
Revenue from Operations	**884**	**1,014**	**1,196**	**347**
YoY growth	-	***14.8%***	***17.9%***	-
Cost Of Revenues (incl. Stock Adj.)	**211**	**227**	**237**	**66**
Gross Profit	**673**	**788**	**960**	**281**
Gross margin	***76.1%***	***77.6%***	***80.2%***	***81.0%***
Employee Cost	255	295	346	97
Other Operating Expenses	290	338	374	114
EBITDA	**128**	**155**	**240**	**70**
EBITDA margin	***14.5%***	***15.3%***	***20.1%***	***20.1%***
Other Income	7	6	6	2
Interest Exp.	4	14	11	2
Depreciation	20	28	37	9
PBT	**111**	**118**	**198**	**61**
Tax	26	28	49	14
PAT	**85**	**91**	**149**	**46**
PAT margin	***9.6%***	***8.9%***	***12.5%***	***13.3%***
EPS (Rs)	**13.9**	**14.8**	**24.4**	**7.6**

BALANCE SHEET				
Particulars (Rs cr)	**FY23**	**FY24**	**FY25**	**1QFY26**
Assets				
Net Block	184	191	199	201
Capital WIP	65	121	186	200
Intangible Assets	1	193	171	166
Intangible Assets under development	25	25	26	26
Other Non-current Assets	29	11	9	10
Current Assets				
Current Investment	6	-	-	-
Inventories	105	98	129	119
Trade receivables	87	100	118	151
Cash and Bank Balances	77	70	69	119
Other Current Assets	16	21	21	21
Total Current Assets	**291**	**290**	**339**	**409**
Current Liabilities & Provisions				
Trade payables	94	114	144	119
Other current liabilities	20	17	19	78
Short-term provisions	18	24	27	29
Total Current Liabilities	**133**	**155**	**190**	**226**
Net Current Assets	**158**	**135**	**148**	**184**
Total Assets	**462**	**676**	**739**	**787**
Liabilities				
Share Capital	61	61	61	61
Reserves and Surplus	347	419	545	546
Total Shareholders' Funds	**409**	**480**	**606**	**607**
Total Debt	2	134	63	107
Long Term Provisions	25	32	39	41
Lease Liabilities	26	25	24	23
Other Long Term Liabilities	-	-	-	-
Net Deferred Tax Liability	-	4	8	8
Total Liabilities	**462**	**676**	**739**	**787**

CASH FLOW STATEMENT				
Particulars (Rs cr)	FY23	FY24	FY25	1QFY26
Cash flow from Operating Activities	103	157	190	25
Cash flow from Investing Activities	(50)	(267)	(84)	(26)
Cash flow from Financing Activities	(45)	99	(107)	-
Free Cash Flow	(9)	(130)	99	13

RATIOS			
Particulars	FY23	FY24	FY25
Profitability			
Return on Capital Employed	28.0%	21.6%	31.2%
Return on Equity	20.8%	18.8%	24.6%
Margin Analysis			
Gross Margin	76.1%	77.6%	80.2%
EBITDA Margin	14.5%	15.3%	20.1%
Net Profit Margin	9.6%	8.9%	12.5%
Short-Term Liquidity			
Current Ratio (x)	2.1	1.3	1.4
Quick Ratio (x)	1.4	0.9	0.9
Avg. Days Sales Outstanding	36	36	36
Avg. Days Inventory Outstanding	182	158	200
Avg. Days Payables	46	49	55
Fixed asset turnover (x)	4.8	5.3	6.0
Debt-service coverage (x)	17.4	0.9	2.8
Long-Term Solvency			
Total Debt / Equity (x)	0.0	0.3	0.1
Interest Coverage Ratio (x)	26.9	9.2	19.7
Valuation Ratios*			
EV/EBITDA (x)	50.2	42.4	27.0
P/E (x)	76.5	71.8	43.5
P/B (x)	15.9	13.5	10.7
EV/Sales (x)	7.3	6.5	5.4
Mkt Cap/Sales (x)	7.3	6.4	5.4

Valuation ratios are based on pre-issue capital at the upper price band
Source: RHP, SSL Research

Peer Comparison – FY25

Particulars (Rs cr)	Corona Remedies Ltd	Mankind Pharma Ltd	Alkem Laboratories Ltd	J B Chemicals & Pharmaceuticals Ltd	ERIS Lifesciences Ltd
CMP (Rs)	1,062	2,200	5,648	1,763	1,566
Sales	1,196	12,207	12,965	3,918	2,894
EBITDA	240	3,018	2,512	1,032	1,017
Net Profit	149	1,986	2,165	660	352
Mkt Cap.	6,495	90,807	67,503	27,620	21,332
Enterprise Value	6,489	98,735	67,003	27,505	23,530
EBITDA Margin (%)	20.1	24.7	19.4	26.3	35.2
Net Profit Margin (%)	12.5	16.3	16.7	16.8	12.2
RoE (%)	24.6	13.9	18.1	19.2	12.3
RoCE (%)	31.2	12.9	20.3	26.1	13.6
P/E (x)	43.5	45.7	31.2	41.9	60.6
EV/EBITDA (x)	27.0	32.7	26.7	26.7	23.1
EV/Sales (x)	5.4	8.1	5.2	7.0	8.1

Source: RHP, Exchange Filings, SBI Securities Research

For Corona Remedies Limited, the Market Cap, P/E(x), EV/EBITDA (x), EV/Sales (x) are calculated on post-issue equity share capital based on the upper price band.

RoE (%) and RoCE (%) are calculated on pre-issue capital

CMP for peer companies is closing price as on 3rd December, 2025

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