

CORONA

# IPO NOTE

## CORONA REMEDIES LIMITED

Rating:

**SUBSCRIBE**



SUBSCRIBE



Incorporated in August 2004, Corona Remedies Limited is a pharmaceutical company developing, manufacturing, and marketing products in women's healthcare, cardiology, pain management, urology, and other therapeutic areas.

### OBJECTS OF THE ISSUE

- The company is doing Offer for Sale (OFS).
- Company will NOT receive any money from the IPO.
- All proceeds will go to the selling shareholders.

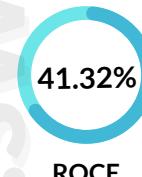
### FINANCIALS (RESTATED CONSOLIDATED)

| PARTICULARS (IN CRORE)      | FY 2025  | FY 2024  | FY 2023 |
|-----------------------------|----------|----------|---------|
| Equity Share Capital        | 61.1     | 61.1     | 61.1    |
| Net Worth                   | 606.34   | 480.41   | 408.52  |
| Total Income                | 1,202.35 | 1,020.93 | 891.10  |
| EBITDA Margin%              | 20.45%   | 15.79%   | 15.15%  |
| Net Profit/Loss of the year | 149.43   | 90.50    | 84.93   |

### FINANCIAL RATIOS OF FY25

#### ISSUE BREAK-UP (%)

|                |  |     |
|----------------|--|-----|
| QIB Portion    |  | 50% |
| NII Portion    |  | 15% |
| Retail Portion |  | 35% |



### OUTLOOK & VALUATION

- Generates 96% of revenue from India, insulating the business from US FDA risks while leading in the niche Women's Healthcare and Pain Management segments.
- Records a 16.8% CAGR—nearly double the industry average (~9%)—which justifies the premium 43x P/E valuation.
- Demonstrated exceptional M&A capability by scaling the acquired 'Myoril' brand 3x (from ₹28 Cr to ~₹90 Cr) in just two years.
- Long-term sustainability is backed by a vast Medical Representative (MR) network, backward integration, and a new dedicated hormone facility.
- The IPO is fundamentally strong and fairly priced, supported by healthy margins and a favorable mix of chronic therapies.



## COMPANY PROFILE

- Corona Remedies is an India-focused branded pharmaceutical formulations company.
- It develops, manufactures, and markets prescription-based medicines used by specialist doctors across India.
- the company's diverse portfolio includes 71 brands across therapeutic areas like women's healthcare, cardio-diabeto, pain management, urology, and multispecialty pharmaceuticals (including vitamins/minerals/nutrition, gastrointestinal, and respiratory).
- The company has a pan-India marketing and distribution network with 2,671 medical representatives in 22 states, enabling effective engagement with healthcare professionals and hospitals, consolidating its presence in the IPM and ensuring deep penetration in therapeutic areas.
- The company has two manufacturing facilities, located in the states of Gujarat with an aggregate installed capacity for formulations of 1,285.44 million units per annum.



## COMPETITIVE STRATEGIES

- Expand hospital network into new geographies
- Increase and diversify pharmaceutical product portfolio
- Upgrade technology, diagnostics, and medical infrastructure
- Strengthen operational efficiency in manufacturing
- Build stronger organizational and management systems
- Enhance community healthcare programs for brand goodwill



## KEY CONCERNs

- Highly regulated industry; non-compliance can cause penalties
- Dependence on key doctors and specialists
- Intense competition from large hospital chains and pharma players
- Litigation risks (medical negligence, consumer cases)
- Capital-intensive expansion; potential rise in borrowing
- Sensitive to changes in government healthcare and drug policies



## KEY STRENGTHS

- Strong and established presence in healthcare services
- Integrated pharma + healthcare ecosystem improves margins
- Experienced medical and management team
- Steady patient flow due to multi-specialty facilities
- Expansion into new regions strengthens scalability
- Ability to offer diversified healthcare services

## COMPARISON WITH LISTED INDUSTRY PEERS

| Name of the Company                  | EPS (₹ Basic) | P/E          | NAV          | Revenue (cr.) | RoNW%        |
|--------------------------------------|---------------|--------------|--------------|---------------|--------------|
| <b>Corona Remedies Limited</b>       | <b>24.43</b>  | <b>43.47</b> | <b>99.14</b> | <b>1196.4</b> | <b>24.65</b> |
| <b>Peer Group</b>                    |               |              |              |               |              |
| Abbott India Ltd.                    | 665.62        | 45.17        | 1,992.14     | 6409.1        | 33.41        |
| Alkem Laboratories Ltd               | 181.11        | 31.39        | 1,002.37     | 12964.5       | 18.07        |
| Eris Lifesciences Ltd                | 25.85         | 61.81        | 209.73       | 2893.6        | 12.21        |
| Glaxosmithkline Pharmaceuticals Ltd. | 54.76         | 46.87        | 115.19       | 3749.2        | 47.54        |
| J.b.chemicals & Pharmaceuticals Ltd. | 42.45         | 42.60        | 220.88       | 3917.9        | 19.21        |
| Mankind Pharma Limited               | 49.28         | 45.77        | 352.51       | 12207.4       | 13.89        |
| Pfizer Ltd.                          | 167.79        | 29.63        | 921.88       | 2281.3        | 18.20        |
| Sanofi India Ltd.                    | 179.46        | 24.47        | 373.68       | 2013.2        | 48.05        |
| Torrent Pharmaceuticals Ltd.         | 56.47         | 65.91        | 224.28       | 11516.0       | 25.18        |



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