

May 10, 2012

## Glenmark Pharma (GLEPHA)

₹ 341

### WHAT'S CHANGED...

PRICE TARGET .....	Changed from ₹ 349 to ₹ 377
EPS (FY13E) .....	Changed from ₹ 20.5 to ₹ 20.7
EPS (FY14E) .....	Introducing at ₹ 26.9
RATING .....	Unchanged

### Growth implied; next task sustainability...

Glenmark reported better than expected Q4FY12 numbers. Revenues grew ~34% YoY and ~3% QoQ to ₹ 1066 crore (higher than our expectation of ₹ 973 crore), driven by both generics and speciality businesses. The core EBITDA excluding forex gains stood at ₹ 187 crore (I-direct estimate: ₹ 169 crore) whereas EBITDA margins at 17.5% were almost in line with I-direct estimates. The PAT stood at ₹ 150 crore (I-direct estimate: ₹ 136 crore). The management has guided for 20-22% revenue growth in FY13. We maintain our BUY rating on the stock.

#### ■ New product launches, favourable currency strengthen US sales

Sales from the US business grew 53% to ₹ 343.5 crore on the back of new product launches and favourable currency. On constant currency, the growth was at 38% YoY. The launch of 180 days exclusivity products for generic Malarone and cutivate and increase in prices of derma products also supported growth. The company launched 12 products in the US market in FY12. It filed 12 ANDAs in FY12 and plans to file another 10-12 ANDAs in FY13.

#### ■ Inventory rationalisation in domestic formulation completed

After lower growth in Q3FY12 due to inventory rationalisation, sales in the domestic formulation business witnessed strong growth of 24% at ₹ 268 crore on the back of new product launches. The inventory rationalisation exercise, which was started in Q2FY12 was completed in Q4FY12 itself. Glenmark is on course to launch 20-25 products in FY13.

### Valuation

Glenmark is firing on all cylinders with a focus on niche therapies and incremental launches in those categories. With this kind of growth, the company is well poised to generate sustainable operating cash flows, thus reducing its dependence on the R&D licensing stream. We expect sales, EBITDA and net profit to grow at a CAGR of 16%, 14% and 26%, respectively, in FY12-14E. At the same time, we expect the D/E ratio to come down from 0.84x to 0.42x in FY12-14E. We have valued the stock at 14x FY14E EPS of ₹ 26.9 i.e. ₹ 377. We maintain our BUY rating.

#### Exhibit 1: Financial Performance

(₹ Crore)	Q4FY12A	Q4FY12E	Q4FY11	Q3FY12	YoY Gr.(%)	QoQ Gr.(%)
Revenues	1066.2	972.6	795.6	1031.3	34.0	3.4
EBITDA	221.8	209.4	89.3	102.9	148.4	115.6
EBITDA Margin (%)	20.8	21.5	11.2	10.0		
Depreciation	23.6	29.2	24.3	23.1	-2.7	2.2
Interest	41.0	25.7	43.9	35.7	-6.6	14.7
Reported PAT	150.4	135.5	113.4	44.8	32.5	235.5
EPS (₹)	5.6	5.0	4.2	1.7		

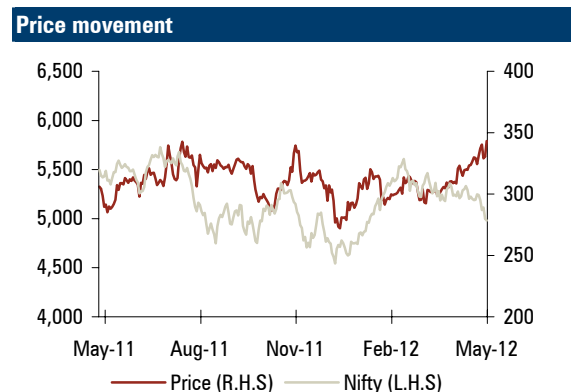
Source: Company, ICICIdirect.com Research

Rating matrix	
Rating	: Buy
Target	: ₹ 377
Target Period	: 12 months
Potential Upside	: 11%

Key Financials				
(₹ Crore)	FY11	FY12	FY13E	FY14E
Revenues	2953.6	4021.7	4514.0	5365.1
EBITDA	596.8	847.1	891.9	1095.8
Net Profit	453.2	460.3	559.1	727.1

Valuation summary				
	FY11	FY12	FY13E	FY14E
EPS (₹)	16.8	17.0	20.7	26.9
PE (x)	20.3	20.0	16.5	12.7
Target PE (x)	22.5	22.1	18.2	14.0
EV to EBITDA (x)	18.6	12.9	12.0	9.6
Price to book (x)	4.5	3.8	3.4	2.9
RoNW (%)	22.4	19.3	21.0	23.1
RoCE (%)	16.3	16.0	19.9	23.5

Stock data	
Market Capitalisation	₹ 9218 crore
Debt (FY12)	₹ 2015 crore
Cash (FY12)	₹ 318 crore
EV	₹ 10915 crore
52 week H/L	351/263
Equity capital	₹27.0 crore
Face value	₹ 1
MF Holding (%)	4.6
FI Holding (%)	34.9

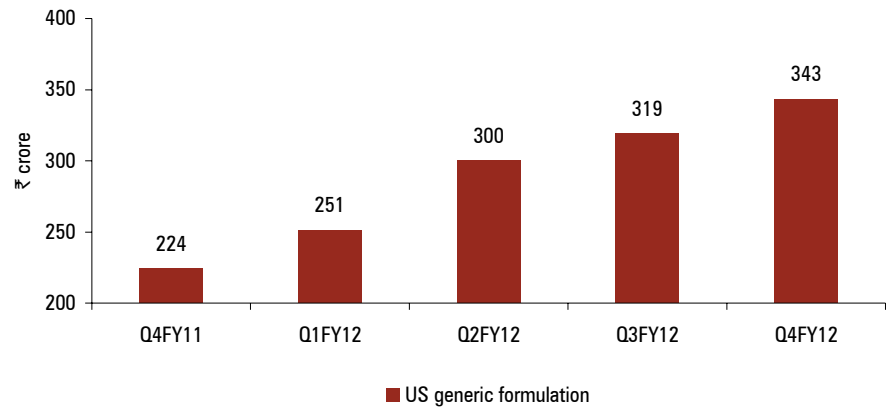


Analyst's name	
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### Revenues grow 34% YoY; growth across the board

Revenues grew ~34% YoY to ₹ 1066 crore, substantially above I-direct estimate of ₹ 973 crore. This was on the back of 48% growth in the generics business and 28% growth in speciality. In the generics space (44% of the revenues), the US business grew 53% to ₹ 343 crore. The constant currency growth was 38%. This was on account of new product launches in existing categories such as derma and OCs and Malarone/Cutivate exclusivity. It also initiated price hikes in some of the derma products.

**Exhibit 2: On constant currency basis, US sales grew 38% YoY**

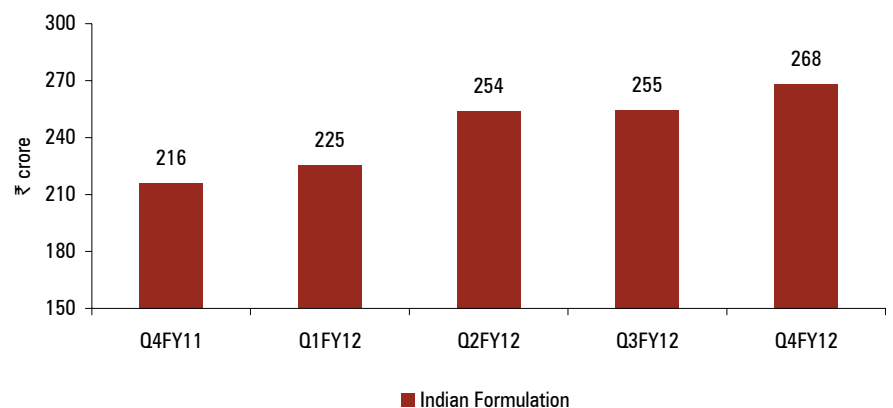


Source: Company, ICICIdirect.com Research

During the quarter, the company received five ANDA approvals (three OCs and two Derma) taking the total count for FY12 to 14. It filed three ANDAs with the USFDA during the quarter increasing the total number of filings to 12 in FY12. At the end of the quarter it launched Fluticasone Propionate lotion (Dermatology), a generic version of US based Nycomed’s Cutivate lotion. Glenmark has 180 days exclusivity for the product and is supposed to pay royalty to Nycomed as per the agreement. It is planning to file 10-12 ANDAs in FY13.

Other segments in the generics space such as Europe and API grew by 171% to ₹ 36.4 crore and 37% to ₹ 85 crore, respectively, on account of incremental product launches post approvals.

**Exhibit 3: New product launches drive growth**

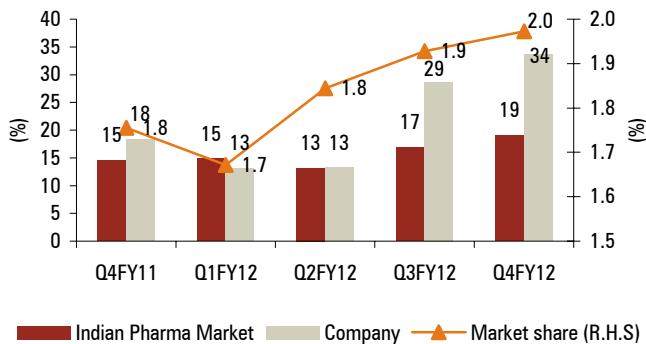


Source: Company, ICICIdirect.com Research

The speciality business (56% of revenues) grew 28% YoY to ₹ 594 crore boosted by Europe (39% growth), Latin America (43% growth), RoW (25% growth) and Indian formulations (24% growth). In Indian

formulations, it improved its market share in categories such as dermatology, CVS and respiratory. As per secondary market data, captured by AIOCD, the company recorded ~33.6% growth in domestic formulations in Q4, way above the industry growth of 19.1%. Its frontline Cardiovascular brands Telma, Telma H and Telma AM registered robust growth during the quarter.

**Exhibit 4: Domestic performance**



Source: AIOCD database, ICICIdirect.com Research

**Exhibit 5: Top 10 brands Performance**

Brand	Therapy	Q4FY12	Q4FY11	Var. (%)
Telma	Cardiovascular	25	14	81.5
Ascoril Plus	Cough & Cold	21	21	-1.8
Telma H	Cardiovascular	24	13	87.7
Candid-B	Anti-infective	13	10	28.1
Candid	Anti-infective	9	7	28.4
Telma AM	Cardiovascular	8	4	94.4
Lizolid	Anti-infective	6	5	25.9
Elovera	Dermatology	7	6	23.2
Altacef	Anti-infective	5	5	10.7
Alex	Cough & Cold	5	6	-19.9

Source: AIOCD database, ICICIdirect.com Research

Growth in the RoW market was attributable to incremental product launches in regions like Africa/Middle East and focus on power brands.

**Exhibit 6: Sales break-up**

₹ crore	Q4FY12	Q4FY11	YoY %	Q3FY12	QoQ %
<b>Generics Business</b>					
US	343.5	224.3	53	319.0	8
Europe	36.4	13.4	171	30.7	19
Latin America	3.7	16.7	-78	3.6	3
API	85.0	61.8	37	83.6	2
<b>Total Generics Business</b>	<b>468.5</b>	<b>316.3</b>	<b>48</b>	<b>436.8</b>	<b>7</b>
<b>Speciality Business</b>					
Latin America	71.4	50.1	43	82.5	-13
SRM (Africa, Asia & CIS)	182.8	146.3	25	157.1	16
Europe	72.0	51.7	39	66.4	8
India Formulations	268.2	216.0	24	254.7	5
<b>Total Speciality Business</b>	<b>594.4</b>	<b>464.0</b>	<b>28</b>	<b>560.7</b>	<b>6</b>
<b>Out-Licensing Income</b>				<b>23.8</b>	
<b>Speciality Business (incl. out-licensing)</b>	<b>594.4</b>	<b>464.0</b>	<b>28</b>	<b>584.5</b>	<b>2</b>
Others	3.0	14.7	-80	9.7	0
<b>Total Revenues (excl. licensing income)</b>	<b>1065.9</b>	<b>795.1</b>	<b>34</b>	<b>1007.3</b>	<b>6</b>
<b>Total Revenues (incl. licensing income)</b>	<b>1065.9</b>	<b>795.1</b>	<b>34</b>	<b>1031.1</b>	<b>3</b>

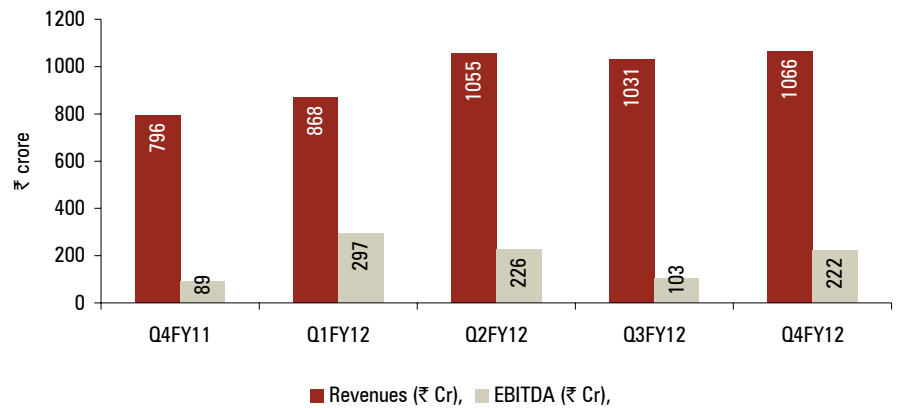
Source: Company, ICICIdirect.com Research

Growth in Europe and Latin America was also robust, albeit on a relatively smaller base, driven by product launches in the Czech/Slovak republics, Poland, Romania and Brazil.

### EBITDA margins up 960 bps YoY on lower base

EBITDA margins increased by 960 bps YoY to 20.8% (I-direct expectation of 21.5%) on a lower base as the company provided for one-time provisions in Q4FY11 post the IFRS adoption. It booked forex gains of ₹ 35 crore during the quarter. EBITDA grew 148% to ₹ 221.8 crore as against our expectation of ₹ 209 crore. The EBITDA excluding forex gains stood at ₹ 187 crore (I-direct expectation of ₹ 169 crore) whereas the EBITDA margin at 17.5% was almost in line.

**Exhibit 7: Trends in revenues & EBITDA**

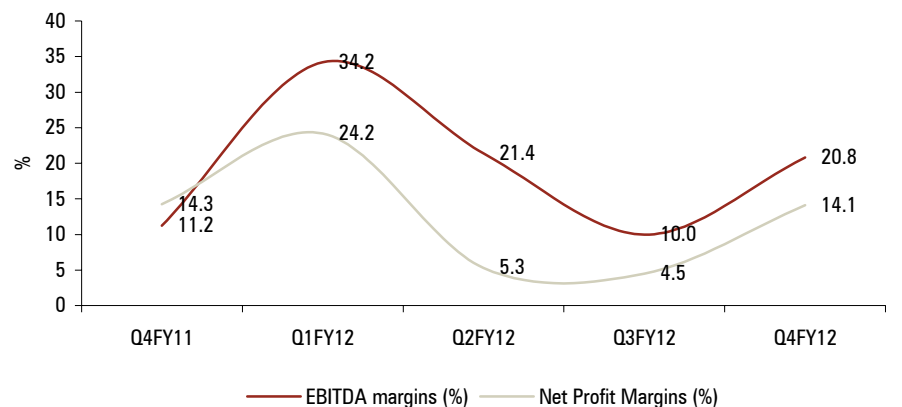


Source: Company, ICICIdirect.com Research

### Net profit up by 33% YoY

The company reported other income of ₹ 2.4 crore compared to ₹ 90.3 crore in the corresponding previous period. Thus, the growth in net profit was restricted to 33% at ₹ 150.4 crore.

**Exhibit 8: Trends in EBITDA & net profit margin (%)**



Source: Company, ICICIdirect.com Research

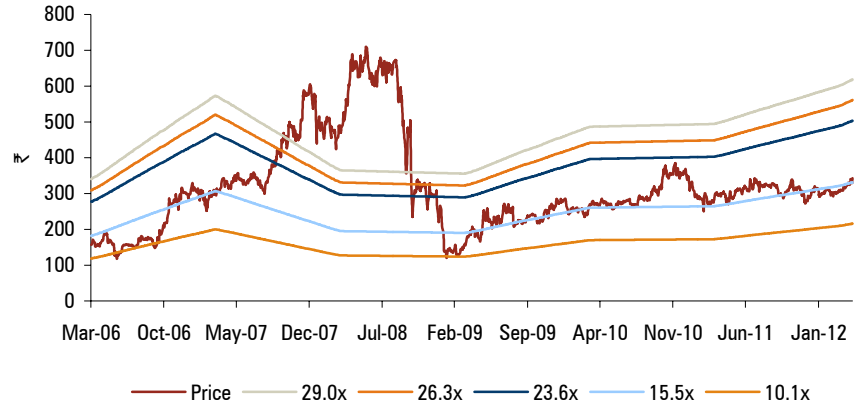
## Valuation

The management has given guidance of 20-22% revenue growth for FY13. It has also guided for similar growth in EBITDA and is determined to maintain the optimum working capital cycle that was achieved during FY12. Out of a basket of five FTF products, Glenmark has already launched two in the US. As usual, we have not ascribed anything to R&D but the same remains an ideal candidate for sudden bounties. There remains hardly any major geography where the company is not performing well. The debt concerns are slowly but surely waning.

Glenmark is firing on all cylinders with a focus on niche therapies and incremental launches in those categories. With this kind of growth, the company is well poised to generate sustainable operating cash flows, thus reducing dependence on the R&D licensing stream. We expect sales, EBITDA and net profit to grow at a CAGR of 16%, 14% and 26%, respectively, in FY12-14E. At the same time, we expect the D/E ratio to come down from 0.84x to 0.42x in FY12-14E. We have valued the stock at 14x FY14E EPS of ₹ 26.9 i.e. ₹ 377. We maintain our **BUY** rating.

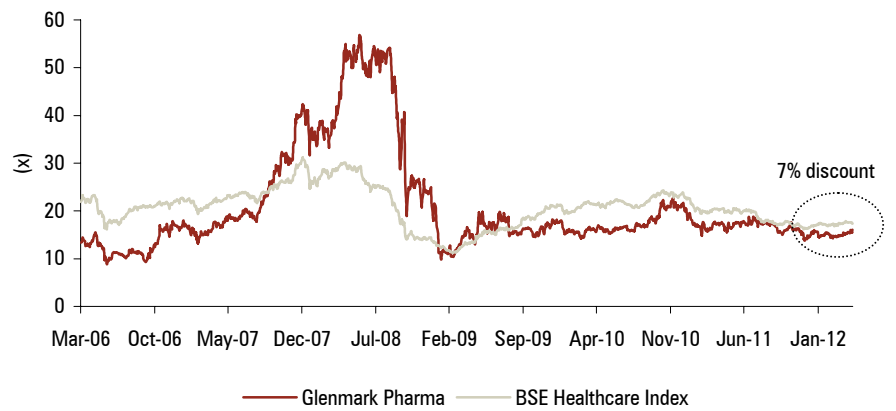
Risks: 1) Glenmark can lose the patent litigation case of Tarka, which can result into possible penalty of ~₹ 90 crore. 2) Around 80% of total debt i.e. ~₹ 2015 crore is in foreign currency, which is exposed to MTM losses, 3) delay in product approvals can affect the performance momentum.

**Exhibit 9: One year forward P/E**



Source: Company, ICICIdirect.com Research

**Exhibit 10: One year forward P/E of company vs. BSE Healthcare Index**



Source: Company, ICICIdirect.com Research

## Financial summary

### Profit and loss statement

(Year-end March) / (₹ Crore)	FY11	FY12	FY13E	FY14E
Revenues	2,953.6	4,021.7	4,514.0	5,365.1
Growth (%)	18.9	36.2	12.2	18.9
Raw Material Expenses	991.8	1,345.4	1,523.9	1,823.4
Employee Expenses	510.3	628.9	754.7	890.5
R & D cost	138.0	261.3	315.8	375.4
Other expenditure	716.7	939.0	1,027.6	1,179.9
Total Operating Expenditure	2,356.8	3,174.6	3,622.0	4,269.3
EBITDA	596.8	847.1	891.9	1,095.8
Growth (%)	-3.7	41.9	5.3	22.9
Depreciation	94.7	97.9	110.2	123.2
Interest	156.6	146.6	130.5	107.8
Other Income	135.9	17.1	20.0	8.0
PBT	481.5	619.8	671.2	872.8
EO	0.0	131.7	0.0	0.0
Total Tax	23.7	23.8	100.7	130.9
Profit After Tax	457.8	464.3	570.5	741.9
MI	4.6	4.0	11.4	14.8
Net Profit	453.2	460.3	559.1	727.1
Growth (%)	39.7	1.6	21.5	30.0
EPS (₹)	16.8	17.0	20.7	26.9

Source: Company, ICICIdirect.com Research

### Cash flow statement

(Year-end March) / (₹ Crore)	FY11	FY12E	FY13E	FY14E
Profit after Tax	458	464	571	742
Add: Depreciation	95	98	110	123
(Inc)/dec in Current Assets	256	518	287	224
Inc/(dec) in CL and Provisions	-99	-229	-321	-432
Others	0	0	0	0
<b>CF from operating activities</b>	<b>709</b>	<b>851</b>	<b>646</b>	<b>658</b>
(Inc)/dec in Investments	0	0	0	0
(Inc)/dec in Fixed Assets	81	-377	-200	-250
Inc/(dec) deferred tax liability	20	-148	0	0
(Inc)/dec deferred tax liability	-199	-12	0	0
<b>CF from investing activities</b>	<b>-98</b>	<b>-537</b>	<b>-200</b>	<b>-250</b>
Issue/(Buy back) of Equity	0	0	0	0
Inc/(dec) in loan funds	241	-97	-300	-350
Dividend paid & dividend tax	-11	-54	-68	-81
Inc/(dec) MI	14	-2	0	0
Others	-760	-46	-194	-159
<b>CF from financing activities</b>	<b>-516</b>	<b>-199</b>	<b>-562</b>	<b>-590</b>
Net Cash flow	95	115	-115	-182
Opening Cash	108	203	318	202
<b>Closing Cash</b>	<b>203</b>	<b>318</b>	<b>202</b>	<b>20</b>

Source: Company, ICICIdirect.com Research

### Balance sheet

(Year-end March) / (₹ Crore)	FY11	FY12E	FY13E	FY14E
<b>Liabilities</b>				
Equity Capital	27	27	27	27
Reserve and Surplus	2,015	2,379	2,687	3,189
Total Shareholders funds	2,042	2,406	2,714	3,216
Total Debt	2,112	2,015	1,715	1,365
Deferred Tax Liability	148	0	0	0
Minority Interest	27	25	25	25
Total Liabilities	4,328	4,445	4,454	4,606
<b>Assets</b>				
Gross Block	2,383	2,683	2,933	3,183
Less: Acc Depreciation	317	405	515	639
Net Block	2,067	2,278	2,418	2,545
Capital WIP	146	214	164	164
Total Fixed Assets	2,212	2,492	2,582	2,708
Investments	18	18	18	18
Inventory	807	788	865	1,029
Debtors	1,131	1,244	1,422	1,616
Loans and Advances	475	611	677	751
Other Current Assets	0	0	0	0
Cash	203	318	202	20
Total Current Assets	2,616	2,960	3,166	3,416
Creditors	749	1,178	1,422	1,616
Provisions	25	114	158	188
Total Current Liabilities	775	1,292	1,579	1,804
Net Current Assets	1,841	1,668	1,587	1,612
Differed tax assets	256	267	267	267
Application of Funds	4,328	4,445	4,454	4,606

Source: Company, ICICIdirect.com Research

### Key ratios

(Year-end March)	FY11	FY12E	FY13E	FY14E
<b>Per share data (₹)</b>				
EPS	16.8	17.0	20.7	26.9
Cash EPS	20.3	20.7	24.8	31.5
BV	75.6	89.0	100.5	119.0
DPS	0.4	2.0	2.5	3.0
Cash Per Share	7.5	11.8	7.5	0.8
<b>Operating Ratios (%)</b>				
EBITDA Margin	20.2	21.1	19.8	20.4
PBT / Revenues	16.3	15.4	14.9	16.3
PAT Margin	15.3	11.4	12.4	13.6
Inventory days	140	113	115	110
Debtor days	100	72	70	70
Creditor days	93	107	115	110
<b>Return Ratios (%)</b>				
RoE	22.4	19.3	21.0	23.1
RoCE	16.3	16.0	19.9	23.5
RoIC	20.0	24.0	29.4	34.0
<b>Valuation Ratios (x)</b>				
P/E	20.3	20.0	16.5	12.7
EV / EBITDA	18.6	12.9	12.0	9.6
EV / Revenues	3.8	2.7	2.4	2.0
Market Cap / Revenues	3.1	2.3	2.0	1.7
Price to Book Value	4.5	3.8	3.4	2.9
<b>Solvency Ratios</b>				
Debt/EBITDA	3.5	2.4	1.9	1.2
Debt / Equity	1.0	0.8	0.6	0.4
Current Ratio	3.4	2.3	2.0	1.9
Quick Ratio	2.3	1.7	1.5	1.3

Source: Company, ICICIdirect.com Research

## ICICIdirect.com coverage universe (Healthcare)

<b>Aurobindo Pharma</b>					Sales (₹ Cr)	EPS (₹)	PE(x)	EV/E (x)	RoNW (%)	RoCE (%)
Idirect Code	AURPHA	CMP	117	FY10	3575.4	19.4	6.0	6.7	30.8	16.9
		Target	141	FY11	4381.5	19.4	6.0	5.8	23.0	16.2
Mcap (₹crore)	3397.4	Upside (%)	21	FY12E	4675.0	-1.8	NA	9.6	NA	8.4
				FY13E	5235.8	18.3	6.4	6.3	19.2	13.0
<b>Biocon</b>										
Idirect Code	BIOCON	CMP	228	FY11	2770.5	18.4	12.4	7.5	18.1	19.3
		Target	313	FY12E	2056.5	16.9	13.5	7.9	15.0	16.2
Mcap (₹crore)	4565.0	Upside (%)	37	FY13E	2484.4	18.9	12.1	6.7	15.1	18.4
				FY14E	2866.5	22.4	10.2	5.8	15.9	19.3
<b>Cadila Healthcare</b>										
Idirect Code	CADHEA	CMP	735	FY10	3686.8	24.7	29.8	19.6	37.0	25.8
		Target	797	FY11	4582.8	34.7	21.2	16.2	38.7	28.5
Mcap (₹crore)	15040.8	Upside (%)	8	FY12E	5129.2	31.9	23.0	16.5	28.0	21.4
				FY13E	6250.4	44.3	16.6	12.2	30.9	24.1
<b>Divi's Laboratories</b>										
Idirect Code	DIVLAB	CMP	823	FY10	946.7	25.9	31.7	24.5	22.3	24.0
		Target	802	FY11	1318.5	32.8	25.1	20.4	23.8	24.6
Mcap (₹crore)	10926.7	Upside (%)	-3	FY12E	1701.5	37.4	22.0	16.9	23.2	25.2
				FY13E	2051.8	44.5	18.5	13.4	23.4	26.3
<b>Elder Pharma</b>										
Idirect Code	ELDPHA	CMP	317	FY10	721.6	26.2	12.1	9.4	10.3	9.9
		Target	428	FY11	959.5	33.5	9.5	7.5	10.5	9.4
Mcap (₹crore)	651.2	Upside (%)	35	FY12E	1323.0	41.4	7.7	5.7	11.9	12.6
				FY13E	1519.7	61.1	5.2	5.0	15.7	14.9
<b>Glenmark Pharma</b>										
Idirect Code	GLEPHA	CMP	342	FY11	2484.9	16.8	20.4	18.7	22.4	16.3
		Target	377	FY12	4021.7	17.0	20.1	12.9	19.3	16.0
Mcap (₹crore)	9242.8	Upside (%)	10	FY13E	4514.0	20.7	16.5	12.1	21.0	19.9
				FY14E	5365.1	26.9	12.7	9.7	23.1	23.5
<b>Indoco Remedies</b>										
Idirect Code	INDREM	CMP	433	FY10	398.3	34.2	12.6	10.4	13.6	11.5
		Target	429	FY11	478.5	41.6	10.4	8.3	14.6	12.4
Mcap (₹crore)	531.6	Upside (%)	-1	FY12E	550.8	37.3	11.6	7.7	12.0	10.9
				FY13E	683.4	53.6	8.1	5.8	15.1	13.4
<b>Ipca Laboratories</b>										
Idirect Code	IPCLAB	CMP	367	FY10	1566.8	21.3	17.3	15.2	23.7	21.2
		Target	358	FY11	1898.9	19.8	18.6	13.7	25.0	19.8
Mcap (₹crore)	4623.5	Upside (%)	-3	FY12E	2299.9	22.7	16.2	9.7	21.5	25.9
				FY13E	2656.2	22.2	16.5	8.5	23.5	25.5
<b>Jubilant Life Sciences</b>										
Idirect Code	VAMORG	CMP	182	FY11	3442.2	14.4	12.6	10.4	10.6	6.1
		Target	209	FY12	4290.3	0.6	296.0	7.3	0.4	10.7
Mcap (₹crore)	2902.1	Upside (%)	15	FY13E	4862.3	25.3	7.2	6.3	15.1	11.8
				FY14E	5598.7	32.3	5.6	5.2	16.6	13.9
<b>Lupin</b>										
Idirect Code	LUPIN	CMP	545	FY10	4870.8	15.3	35.7	25.7	27.2	22.5
		Target	530	FY11	5832.0	19.3	28.2	21.1	26.8	22.2
Mcap (₹crore)	24364.9	Upside (%)	-3	FY12E	7033.7	21.4	25.4	17.4	24.0	23.6
				FY13E	8738.6	27.9	19.5	13.3	25.0	26.9
<b>Natco Pharma</b>										
Idirect Code	NATPHA	CMP	365	FY11	455.9	17.2	18.1	15.2	15.2	12.4
		Target	352	FY12E	536.6	20.8	15.0	11.2	13.6	14.1
Mcap (₹crore)	1136.7	Upside (%)	-4	FY13E	635.2	24.1	12.9	9.6	13.9	15.1
				FY14E	724.8	29.9	15.2	7.9	15.1	16.5

## ICICIdirect.com coverage universe (Healthcare)

<b>Opto Circuits</b>					Sales (₹ cr)	EPS (₹)	PE(x)	EV/E (x)	RoNW (%)	RoCE (%)
Idirect Code	OPTCIR	CMP	172	FY10	1077.6	14.0	12.3	11.7	24.9	26.3
		Target	238	FY11	1585.6	19.8	8.7	10.8	27.0	17.3
Mcap (₹crore)	4171.5	Upside (%)	38	FY12E	2341.1	26.1	6.6	7.6	31.2	22.0
				FY13E	2673.4	28.1	6.1	6.2	26.9	22.1
<b>Strides Arcolab</b>										
Idirect Code	STRARC	CMP	690	CY010	1761.1	21.0	32.9	14.6	9.5	9.2
		Target	676	CY11E	2576.9	38.5	17.9	12.3	16.4	9.8
Mcap (₹crore)	4051.9	Upside (%)	-2%	CY12E	2180.9	46.9	14.7	9.6	42.8	11.1
				CY13E	2541.2	56.4	12.2	7.8	14.8	13.1
<b>Sun Pharma</b>										
Idirect Code	SUNPHA	CMP	600	FY10	4102.8	13.0	46.0	45.7	17.3	20.2
		Target	553	FY11	5721.4	17.5	34.2	31.8	19.2	23.2
Mcap (₹crore)	62109.0	Upside (%)	-8%	FY12E	7585.3	22.7	26.4	21.1	20.8	27.3
				FY13E	8549.2	24.0	24.9	21.4	19.0	23.5
<b>Torrent Pharma</b>										
Idirect Code	TORPHA	CMP	674	FY10	1904.0	27.3	24.7	14.2	31.2	29.1
		Target	620	FY11	2204.9	31.9	21.1	14.9	29.2	22.1
Mcap (₹crore)	5698.6	Upside (%)	-8%	FY12E	2647.0	43.0	15.7	10.7	31.4	26.1
				FY13E	3038.6	47.7	14.1	9.4	27.6	25.4
<b>Unichem Laboratories</b>										
Idirect Code	UNILAB	CMP	134	FY10	747.4	13.6	24.7	14.2	21.9	24.7
		Target	134	FY11	824.0	10.5	21.1	14.9	15.4	18.1
Mcap (₹crore)	1208.1	Upside (%)	1%	FY12E	902.1	8.3	15.7	10.7	11.5	13.1
				FY13E	1065.0	13.4	14.1	9.4	16.8	18.4
<b>Apollo Hospitals</b>										
Idirect Code	APOHOS	CMP	640	FY10	2026.5	10.0	62.9	29.9	8.4	8.8
		Target	604	FY11	2605.4	13.4	47.0	21.7	9.8	11.3
Mcap (₹crore)	8611.2	Upside (%)	-6%	FY12E	3138.3	16.5	38.2	16.8	9.2	12.1
				FY13E	3740.5	21.2	29.6	13.9	10.5	13.6
<b>Fortis Healthcare</b>										
Idirect Code	FORHEA	CMP	100	FY10	937.9	2.2	48.6	60.1	3.7	1.1
		Target	UR	FY11	1498.5	3.5	30.6	82.2	4.2	NA
Mcap (₹crore)	4059.9	Upside (%)	NA	9MFY12	1698.0	0.8	NA	NA	NA	NA



### Exhibit 11: Recommendation History



Source: Company, ICICIdirect.com Research

### Exhibit 12: Recent Releases

Date	Event	CMP	Target Price	Rating
4-Jul-11	Q1FY12 Preview	313	396	STRONG BUY
26-Jul-11	Q1FY11 Result Update	338	396	Buy
5-Oct-11	Q2FY12 Preview	298	396	Buy
11-Nov-11	Q2FY12 Result Update	333	396	Buy
6-Jan-12	Q3FY12 Preview	291	396	Buy
31-Jan-12	Q3FY12 Result Update	295	349	Buy
4-Apr-12	Q4FY12 Preview	310	349	Buy

Source: Company, ICICIdirect.com Research

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**Strong Buy:** > 15%/20% for large caps/midcaps, respectively, with high conviction;

**Buy:** > 10%/ 15% for large caps/midcaps, respectively;

**Hold:** Up to +/-10%;

**Sell:** -10% or more;

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