NSE500 (R.H.S)

Syngene International (SYNINT)

PICICI direct

CMP: ₹ 609 Target: ₹ 700 (15%) Target Period: 12 months BUY

April 28, 2021

Growth trajectory maintained, outlook upbeat...

FY21 revenues grew 8.6% YoY to ₹ 2184 crore driven by steady growth across all divisions. Adjusting for loss of export incentives, revenues grew 12% in FY21. EBITDA margins remained flat YoY at 30.8% with better gross margins being offset by higher employee cost amid higher headcount. EBITDA grew 8.7% YoY to ₹ 672 crore. Adjusted PAT grew 4.4% YoY to ₹ 382 crore. Delta vis-a-vis EBITDA was due to higher depreciation and lower other income partially offset by lower tax rate.

Integrated business model, customer stickiness to the fore

Revenues grew at ~15% CAGR in FY16-21 to ₹2184 crore due to new client addition on a regular basis and scaled up revenues from existing clients led by integrated service offerings, high data integrity ethos and continuous endeavour to move up the value chain. Eight of the top 10 global pharma companies have been availing services for the last five years. It has a pool of 4700 scientists. The client base has grown from 256 to 400 over FY16-21.

Global pharma landscape conducive to R&D outsourcing

Global pharma players are facing structural issues from the impending patent cliff, a shrinking product pipeline, rising R&D costs and growing competition. To maintain the structural balance and improve profitability, they are inclined to outsource a substantial part of the R&D work. Similarly, the innovative/virtual companies that are extensively working on new products and that may not have the required capital/manpower also tend to outsource a substantial part of their R&D.

Valuation & Outlook

A key notable in Q4 was extension of Syngene's research collaboration with BMS till 2030, which will lead to 40% incremental scientists (currently ~550) and an additional 50,000 sq ft dedicated lab space for BMS. For FY22, the management envisions mid-teen revenue growth on the back of continuous client additions, an extension of existing contracts, increasing manufacturing and biological contributions whereas bottomline growth to be in single-digit amid incremental opex and higher depreciation. Additionally, capex outlay for FY22 has been increased to ₹ 750-900 crore, likely on the back of BMS extension along with orderbook visibility, which will be a significant determinant of improvement in return ratios going ahead. With elite client additions like Amgen, Zoetis, Herbalife, GSK, etc, and multiple year extension of BMS. Baxter contracts, the company remains well poised to capture opportunities in the global CRO space. We remain positive on the company and maintain BUY despite the recent run up in the stock and arrive at a target price of ₹ 700 (unchanged) based on ~45x FY23 EPS of ₹ 15.5.

Syngene



Particulars	
Particular	Amount
Market Capitalisation	₹ 24350 crore
Debt (FY21)	₹ 1265 crore
Cash (FY21)	₹ 643 crore
EV	₹ 24972 crore
52 week H/L	645/306
Equity capital	₹ 400.0 crore
Face value	₹ 10

Price performance 700 14000 600 12000 500 10000 400 8000 300 6000 200 4000 100 2000 0 0ct-20 0ct-18 0ct-19 Apr-21 Αp

Key risks to our call

Syngene (L.H.S)

- Any unforeseen delay in capex plan execution
- Slower than expected ramp-up of Mangalore API plant

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Key Financial Summary					
(Year End March)	FY20	FY21	FY22E	FY23E	CAGR (FY21-23E) %
Revenues (₹ crore)	2011.8	2184.3	2516.9	3078.4	18.7
EBITDA (₹ crore)	617.8	671.8	792.4	995.1	21.7
EBITDA margins (%)	30.7	30.8	31.5	32.3	
Adjusted Net Profit (₹ crore)	366.1	382.1	433.5	621.0	27.5
EPS (₹)	9.2	9.6	10.8	15.5	
P/E (x)	59.1	60.1	56.2	39.2	
RoCE (%)	16.8	13.5	13.4	16.1	
RoE (x)	14.5	10.5	11.8	15.4	

Source: Company, ICICI Direct Research

	Q4FY21	Q4FY21E	Q4FY20	Q3FY21	YoY (%)	QoQ (%)	Comments
Revenue	658.6	693.2	607.3	584.5	8.4	12.7	Excluding export incentives, YoY growth was 13% driven by steady growth from Discovery Services, Manufacturing Services and the Dedicated Centres
Raw Material Expenses	161.5	174.6	144.2	147.7	12.0	9.3	
Gross margins	75.5	74.8	76.3	74.7	-78 bps	75 bps	YoY contracted amid change in product mix more towards biologics segments
Employee Expenses	182.6	194.8	164.1	176.0	11.3	3.7	YoY increase mainly due to increase in head counts during the year
Other Expenditure	99.1	108.9	94.9	84.6	4.4	17.1	
EBITDA	215.4	214.9	204.1	176.2	5.5	22.2	
EBITDA (%)	32.7	31.0	33.6	30.1	-90 bps	256 bps	YoY decline amid lower gross margins
Interest	6.6	7.1	9.3	7.1	-29.0	-7.0	YoY decline mainly due to softening of interest cost
Depreciation	70.0	69.7	62.3	69.7	12.4	0.4	YoY increase mainly due to additional depreciation reported due to commissioning of Hyderabad, Mangaluru plants and expansion at Bengaluru
Other Income	18.4	17.3	20.5	17.1	-10.2	7.6	Decline on account of lower cash balance due to ECB repayment and lower deposit yield
PBT	192.2	155.5	153.0	116.5	25.6	65.0	
Тах	31.6	19.2	32.8	14.3	-3.7	121.0	Lower ETR due to higher depreciation and opex cost at new plants
PAT before MI	160.6	136.3	120.2	102.2	33.6	57.1	
Net Profit	137.8	136.3	120.2	102.2	14.6	34.8	Delta vis-à-vis EBITDA was owing to lower interest cost and tax rate

Source: ICICI Direct Research

Exhibit 2: Chang	je in Esti	mates					
		FY22E			FY23E		
(₹ Crore)	Old	New 9	% Change	Old	New 9	6 Change	
Revenue	2,677.7	2,516.9	-6.0	3,136.1	3,078.4	-1.8	Changed in line with management guidance
EBITDA	859.8	792.4	-7.8	1,031.9	995.1	-3.6	
EBITDA Margin (%)	32.1	31.5	-63 bps	32.9	32.3	-58 bps	
PAT	527.8	433.5	-17.9	668.1	621.0	-7.0	Changed mainly in sync with operational performance
EPS (₹)	13.2	10.8	-17.9	16.7	15.5	-7.0	

Source: ICICI Direct Research

Conference Call Highlights

- Constant currency growth in Q4FY21 was 12% YoY (ex-export incentives)
- Extended collaboration with Bristol Myers Squibb until 2030. This
 extension has also provided for 40% expansion of the BMS scientist
 base and additional 50,000 sq ft of dedicated lab space.
- Expansion of overseas sales force to be taken up
- Ten clients now in integrated drug discovery
- Added ~40 more client to base (now at 400+)
- · Facility update
 - Completed qualification process for Mangalore API facility, now a GMP certified facility
 - Have already started small batches of some small molecule production for a client
 - To trigger key market approval process going ahead
 - To ramp-up projects over the next two years
 - Commissioned HPAPI laboratory to support manufacturing scale up
 - Hyderabad 300 scientists currently
 - Additional capacity to come in every quarter
- Cumulative capex was at US\$65 million in FY21 (lower than guided US\$100 million)
 - Breakup: US\$10 million for Mangaluru API plant, US\$20 million for Discovery Services, US\$10 million for Biologics and US\$25 million for dedicated, development centres and other assets
- Guidance for FY22
 - Revenue mid-teen (does not include potential service incentive scheme)
 - EBITDA margins to be ~30%
 - Adjusted profit growth single digit
 - Capex ₹ 750-900 crore or US\$100-120 million (including US\$35 million unspent capex from FY21)
- Covid-related
 - 185,000 RT-PCR tests done during the year, of which 90% were conducted free of cost
 - In FY21, developed effective reagents for use in diagnostic kits
 - restarted manufacture of Remdesivir for India and others
- Net cash position ~₹ 648 crore
- Asset turnover of 1x expected in Manufacturing segment over the next five years
- Forex gain of ₹ 4.7 crore in Q4FY21 and ₹ 17.1 crore in FY21 was on account of hedging policy and subsequent difference in forward and spot rate
- Around 10% of revenues comes in from non-pharma segment



(₹ Crore)	Q4FY18	Q1FY19	Q2FY19	Q3FY19	Q4FY19	Q1FY20	Q2FY20	Q3FY20	Q4FY20	Q1FY21	Q2FY21	Q3FY21	Q4FY21	YoY (%)	ΩοΩ(%)
Total Operating In	409.1	406.0	418.6	467.1	533.9	420.9	464.5	519.1	607.3	421.6	519.6	584.5	658.6	8.4	12.7
Raw Material Exp	125.6	128.8	110.3	142.6	149.6	105.5	125.1	144.6	144.2	89.7	127.6	147.7	161.5	12.0	9.3
% to revenues	30.7	31.7	26.3	30.5	28.0	25.1	26.9	27.9	23.7	21.3	24.6	25.3	24.5		
Gross Profit	283.5	277.2	308.3	324.5	384.3	315.4	339.4	374.5	463.1	331.9	392.0	436.8	497.1	7.3	13.8
Gross Profit Març	69.3	68.3	73.7	69.5	72.0	74.9	73.1	72.1	76.3	78.7	75.4	74.7	75.5	-78 bps	75 bps
Employee Expens	104.1	105.6	114.9	116.6	130.2	132.2	131.8	152.3	164.1	140.4	161.2	176.0	182.6	11.3	3.7
% to revenues	25.4	26.0	27.4	25.0	24.4	31.4	28.4	29.3	27.0	33.3	31.0	30.1	27.7	70 bps	-239 bps
Other Manufactur	50.3	62.4	66.7	67.6	94.5	62.1	68.5	68.7	94.9	67.0	75.1	84.6	99.1	4.4	17.1
% to revenues	12.3	15.4	15.9	14.5	17.7	14.8	14.7	13.2	15.6	15.9	14.5	14.5	15.0	-58 bps	57 bps
Total Expenditure	280.0	296.8	291.9	326.8	374.3	299.8	325.4	365.6	403.2	297.1	363.9	408.3	443.2	9.9	8.5
% to revenues	68.4	73.1	69.7	70.0	70.1	71.2	70.1	70.4	66.4	70.5	70.0	69.9	67.3		
EBIDTA	129.1	109.2	126.7	140.3	159.6	121.1	139.1	153.5	204.1	124.5	155.7	176.2	215.4	5.5	22.2
EBITDA Margin (%	31.6	26.9	30.3	30.0	29.9	28.8	29.9	29.6	33.6	29.5	30.0	30.1	32.7	-90 bps	256 bps
Depreciation	34.2	37.3	39.9	42.9	44.1	47.4	52.6	57.0	62.3	66.1	68.7	69.7	70.0	12.4	0.4
Interest	7.1	7.9	8.2	8.2	8.0	7.1	8.4	9.8	9.3	7.4	6.6	7.1	6.6	-29.0	-7.0
Other Income	16.6	18.8	18.2	17.3	20.8	20.5	20.6	20.0	20.5	15.3	13.8	17.1	18.4	-10.2	7.6
PBT	104.4	82.8	96.8	106.5	128.3	87.1	98.7	106.7	153.0	66.3	94.2	116.5	157.2	2.7	34.9
Total Tax	19.9	16.8	18.5	19.8	28.5	15.1	42.0	14.9	32.8	8.3	10.1	14.3	31.6	-3.7	121.0
PAT	84.5	66.0	78.3	86.7	99.8	72.0	56.7	91.8	120.2	58.0	84.1	102.2	125.6	4.5	22.9
PAT Margin (%)	20.7	16.3	18.7	18.6	18.7	17.1	12.2	17.7	19.8	13.8	16.2	17.5	19.1	-72 bps	159 bps

Source: ICICI Direct Research

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Company Background

Incorporated in 1993 as a subsidiary of Biocon, Syngene International (SIL) is a leading contract research organisation (CRO), which supports R&D programmes of global innovative companies. SIL offers outsourced services to support discovery and development for organisations across industrial sectors like pharmaceuticals, biopharmaceuticals, neutraceuticals, animal health, agro-chemicals, etc. It currently caters to 400+ global players including Bristol-Myers Squibb (BMS), Abbott, Baxter and Amgen, among others.

SIL derives ~95% of its revenues from exports. In terms of classification on a contractual basis, it derives ~31% of revenues from long term dedicated contracts with a contractual commitment of five years and more. In this case, the company offers a dedicated, customised and ring-fenced infrastructure in line with client's requirements. These dedicated centres are generally multi-disciplinary, full time engagements, which support the R&D requirements of clients.

The remaining comes from 1) discovery services (32% of revenues; full time equipment (FTE)) and 2) development & manufacturing services [37% of revenues; fee for service (FFS)].

The discovery services vertical consists of multiple client engagements across discovery chemistry and discovery biology based service offerings. It entails an in-depth understanding of discovery chemistry and discovery biology pertaining to small and large molecules.

The development and manufacturing segment encompasses the services, which support a molecule once it moves beyond in-vivo testing to preclinical studies and clinical development. It also includes manufacturing of molecules for clinical supplies and commercialisation.

In FTE contracts, the company does billing based on the number of scientists deployed. In this case, there is an agreement with clients for minimum utilisation of a specific number of scientists dedicated to their work. The scope of services and deliverables under FTE contracts generally evolves over time. FTE contracts are generally renewable annually. FFS contracts are mostly short-term in nature. In FFS contracts, the agreement is for fixed price for agreed services within a defined scope.

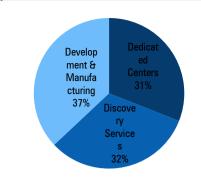
The company has developed long-term relationships with many clients, including four long-duration multi-disciplinary partnerships, each with a dedicated research centre, with four of the world's leading global healthcare organisations Bristol-Myers Squibb Company (BMS), Abbott Laboratories (Singapore) Pte Ltd (Abbott), Baxter International Inc. (Baxter) and Amgen.

BMS – The first dedicated centre was set up for BMS in 2009 and engages \sim 550 scientists. Under the agreement in Q3FY18, Syngene had set up an additional new facility. It will put up a dedicated team of Syngene scientists within that and support the future R&D requirements of BMS. In FY21, the duration of the collaboration has been extended to 2030 and will lead to 40% incremental scientists and an additional 50,000 sq ft dedicated lab space (currently 250,000+ sq ft).

Baxter – Dedicated centre was developed in 2013. The Baxter Global Research Centre has a multidisciplinary team of about 200 scientists who work on product & analytical development, preclinical evaluation in parenteral nutrition, renal therapy. The company recently expanded its contract with Baxter till 2024. Under the new extension of contract, Syngene will set up additional infrastructure and increase the size of its scientific team.

Amgen – In Q2FY17, the company announced the establishment of a dedicated centre for Amgen, Inc. in Bengaluru. This centre, named Syngene Amgen Research and Development Centre (SARC), will be Syngene's fourth such exclusive R&D centre and first for a biologics company. Currently, the SARC collaboration has been allocated ~60000 square feet lab floor space





Source: ICICI Direct Research; Company



and ~170 Syngene scientists, working with Amgen researchers around the world on the discovery and development of innovative medicines.

Herbalife- in Q3FY17, Herbalife announced the opening of its first R&D centre in India in Partnership with Syngene. The 3000 sq ft facility will be located inside the Syngene Bengaluru campus.

The company owns the largest CRO facility in India, spread over 1,300,000 sq ft, in Bengaluru. The facility has been accredited with major regulatory compliance. It operates laboratory and manufacturing facilities to standards that are consistent with the requirements of its large global clients. In the last three years, the USFDA has cleared five audits without 483 observations.

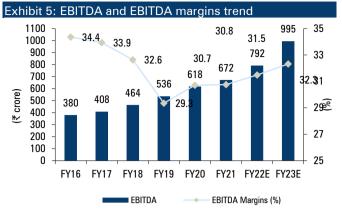
Apart from this, it is in the process of establishing a new commercial-scale facility in Mangaluru (SEZ) to manufacture novel small molecules for innovator companies as it plans to foray into commercial manufacturing for customers.

The company has signed commercial contracts for late stage products with existing clients. Of this, two molecules have already been commercialised and the company has started supply of intermediaries for these products. The company's existing facility at Bengaluru would initially support SIL's CMO business. This novel CMO business would extend the company's services to existing customers. The CMO business is expected to start meaningful contribution from FY18E. In addition, the company is in the process of setting up a new unit for biologic manufacturing in Bengaluru. We believe the CMO business would be an add-on driver for the company over medium to long term.

The company intends to evolve from a CRO into a contract research and manufacturing services (CRAMS) organisation with commercial-scale manufacturing capabilities. This is in keeping with SIL's plan to leverage its existing relationships with clients and provide forward integration on the discovery and development continuum.

Key Metrics





Source: ICICI Direct Research, Company

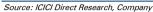
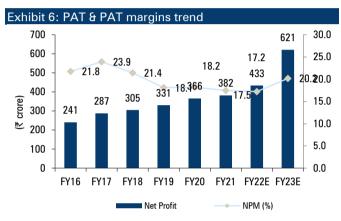
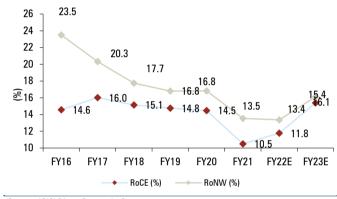


Exhibit 7: Return ratios





Source: ICICI Direct Research, Company

Source: ICICI Direct Research, Company

Exhibit	8: Valuatio	n						
	Revenues	Growth	Adj. EPS	Growth	P/E EV	/EBITDA	RoE	RoCE
	(₹ crore)	(%)	(₹)	(%)	(x)	(X)	(%)	(%)
FY20	2012	10.2	9.2	10.7	59.1	39.0	16.8	14.5
FY21	2184	8.6	9.6	4.4	60.1	36.5	13.5	10.5
FY22E	2517	15.2	10.8	13.4	56.2	30.6	13.4	11.8
FY23E	3078	22.3	15.5	43.3	39.2	23.6	16.1	15.4

Source: ICICI Direct Research

Exhibit 9: Shar	eholding Pattern				
(in %)	Mar-20	Jun-20	Sep-20	Dec-20	Mar-21
Promoter	70.7	70.7	70.6	70.6	70.6
Public	28.4	28.5	28.7	28.7	28.7
Others	0.9	0.8	0.7	0.7	0.7

Source: ICICI Direct Research, Company



Financial Summary

Exhibit 10: Profit and loss statement									
(Year-end March)	FY20	FY21	FY22E	FY23E					
Total Operating Income	2,011.8	2,184.3	2,516.9	3,078.4					
Growth (%)	10.2	8.6	15.2	22.3					
Raw Material Expenses	519.4	526.5	606.7	742.0					
Gross Profit	1,492.4	1,657.8	1,910.3	2,336.4					
Gross Profit Margins (%)	74.2	75.9	75.9	75.9					
Employee Expenses	580.4	660.2	740.3	879.5					
Other Expenditure	617.8	671.8	792.4	995.1					
Total Operating Expenditure	1,717.6	1,858.5	2,139.4	2,616.6					
Operating Profit (EBITDA)	617.8	671.8	792.4	995.1					
Growth (%)	15.3	8.7	18.0	25.6					
Interest	34.6	27.7	20.1	13.9					
Depreciation	219.3	274.5	321.7	326.6					
Other Income	81.6	64.6	65.4	84.8					
PBT after Exceptional Items	516.8	469.2	516.1	739.3					
Total Tax	104.8	64.3	82.6	118.3					
PAT before MI	412.0	404.9	433.5	621.0					
Minority Interest	0.0	0.0	0.0	0.0					
PAT	412.0	404.9	433.5	621.0					
Adjusted PAT	366.1	382.1	433.5	621.0					
Growth (%)	10.7	4.4	13.4	43.3					
EPS (Adjusted)	9.2	9.6	10.8	15.5					

Source: ICICI Direct Research

Exhibit 11: Cash Flow State	ement		₹c	rore
(Year-end March)	FY20	FY21	FY22E	FY23E
Profit/(Loss) after taxation	412.1	321.3	433.5	621.0
Add: Depreciation & Amortization	219.3	274.5	321.7	326.6
Other operating activities	-33.0	41.0	0.0	0.0
Net Increase in Current Assets	-191.5	41.8	-139.5	-145.5
Net Increase in Current Liabilitie	235.6	-5.1	518.8	117.7
CF from operating activities	677.1	701.2	1,154.6	933.7
(Inc)/dec in Fixed Assets	-643.1	-446.5	-816.2	-185.0
(Inc)/dec in Investments	125.6	-243.6	-100.0	-100.0
Other Investing Activities	-89.5	292.0	-4.0	2.1
CF from investing activities	-607.0	-398.1	-920.2	-282.9
Inc / (Dec) in Equity Capital	0.7	0.8	0.0	0.0
Inc / (Dec) in Loan funds	-162.0	89.2	-300.0	-300.0
Dividend & Dividend Tax	-24.1	0.0	-12.1	-12.9
Others	-40.1	-32.0	-20.1	-13.9
CF from financing activities	-225.5	58.0	-332.2	-326.8
Net Cash flow	-155.4	361.1	-97.9	324.0
Opening Cash	436.9	281.5	642.6	544.7
Closing Cash	281.5	642.6	544.7	868.8
Free Cash Flow	34.0	254.7	338.4	748.7

Source: ICICI Direct Research

Exhibit 12: Balance Sheet			₹	crore
(Year-end March)	FY20	FY21	FY22E	FY23E
Equity Capital	400.0	400.0	400.0	400.0
Reserve and Surplus	1,775.8	2,421.4	2,842.8	3,450.9
Total Shareholders funds	2,175.8	2,821.4	3,242.8	3,850.9
Total Debt	772.9	1,264.6	964.6	664.6
Long Term Provisions	40.9	52.0	57.2	62.9
Other Non Current Liabilities	325.8	259.2	285.1	313.6
Source of Funds	3,315.4	4,397.2	4,549.7	4,892.1
Gross Block	3,017.2	3,473.0	4,289.2	4,474.2
Accumulated Depreciation	997.5	1,272.0	1,593.7	1,920.3
Net Block	2,019.7	2,201.0	2,695.5	2,553.9
Capital WIP	234.1	237.2	237.2	237.2
Fixed Assets	2,253.8	2,438.2	2,932.7	2,791.1
Investments	776.4	702.0	802.0	902.0
Other Non current asets	135.8	270.5	296.8	319.1
Inventory	25.2	59.6	69.0	84.3
Debtors	398.2	339.2	467.0	571.1
Loans and Advances	0.0	0.0	0.0	0.0
Other Current Assets	169.3	342.0	344.4	370.3
Cash	281.5	642.6	544.7	868.8
Total Current Assets	874.2	1,383.4	1,425.1	1,894.6
Creditors	222.0	241.6	308.1	376.9
Provisions	41.5	46.5	46.5	46.5
Deferred tax assets	122.7	89.1	98.0	107.8
Other Current Liabilities	584.0	197.9	650.2	699.1
Total Current Liabilities	847.5	486.0	1,004.8	1,122.5
Net Current Assets	26.7	897.4	420.3	772.1
Application of Funds	3,315.4	4,397.2	4,549.7	4,892.1

Source: ICICI Direct Research

Exhibit 13: Ratio Analysis	S		ŧ	₹ crore
(Year-end March)	FY20	FY21	FY22E	FY23E
Per share data (₹)				
EPS	9.2	9.6	10.8	15.5
BV	54.4	70.5	81.1	96.3
DPS	0.0	0.3	0.3	0.5
Cash Per Share	7.0	16.1	13.6	21.7
Operating Ratios (%)				
Gross Profit Margins	74.2	75.9	75.9	75.9
EBITDA margins	30.7	30.8	31.5	32.3
Net Profit margins	18.2	17.5	17.2	20.2
Inventory days	4.6	10.0	10.0	10.0
Debtor days	72.2	56.7	67.7	67.7
Creditor days	40.3	40.4	44.7	44.7
EBITDA Conversion Rate	109.6	104.4	145.7	93.8
Gross Asset Turnover	0.7	0.6	0.6	0.7
Return Ratios (%)				
RoE	16.8	13.5	13.4	16.1
RoCE	14.5	10.5	11.8	15.4
RoIC	22.1	14.5	16.5	24.4
Valuation Ratios (x)				
P/E	59.1	60.1	56.2	39.2
EV / EBITDA	39.0	36.5	30.6	23.6
EV / Revenues	12.0	11.2	9.6	7.6
Market Cap / Revenues	12.1	11.1	9.7	7.9
Price to Book Value	11.2	8.6	7.5	6.3
Solvency Ratios (x)				
Debt / Equity	0.4	0.4	0.3	0.2
Debt / EBITDA	1.3	1.9	1.2	0.7
Current Ratio	0.7	1.5	0.9	0.9

Source: ICICI Direct Research

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Buy: >15%;

Hold: -5% to 15%; Reduce: -5% to -15%;

Sell: <-15%



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