

**ABOUT THE COMPANY:** Incorporated in 1989, Sudeep Pharma Limited is a manufacturer of pharmaceutical excipients, food-grade minerals, and specialty nutrition ingredients serving over 100 countries. The company operates six manufacturing facilities with a combined production capacity of 50,000 MT, specializing in minerals such as calcium, iron, magnesium, zinc, potassium, and sodium. The company supplies more than 200 products to a diverse customer base across pharma, food, and nutrition sectors.

**KEY BUSINESS INSIGHTS:** Sudeep Pharma Ltd. is a diversified specialty ingredients manufacturer offering 100+ high-value mineral salts and advanced formulations used across pharmaceuticals, infant and clinical nutrition, fortified foods, and dietary supplements. Backed by four globally certified manufacturing facilities in India and Ireland—including India’s only USFDA-approved mineral-based food ingredient plant—the company has built a strong regulatory and operational edge. Its robust R&D engine, with 420+ projects executed and over 127 products commercialized, supports continuous innovation in encapsulation, spray drying, liposomal technologies, and particle engineering. With long-standing relationships across 1,100+ customers such as Pfizer, Merck, Danone, and Aurobindo, and repeat business forming over 78–83% of revenue, Sudeep enjoys deep customer stickiness and trust. The company is also expanding its presence in regulated markets like the U.S. and Europe by shifting to direct distribution, improving margins and delivery efficiency. Further, through SAMPL, it is entering the EV battery supply chain with EcoCathode, a battery-grade iron phosphate for LFP cells, providing a future-ready growth opportunity expected to go live in the next 18 months. Notably, Sudeep is the only Indian company and one of just nine globally with CEP and EU written confirmation for calcium carbonate API, giving it exclusive access and a strong competitive moat in European markets.

**OUR VIEWS:** Sudeep Pharma Ltd. offers a long-term growth story anchored in innovation-led manufacturing, global regulatory credentials, and deep customer stickiness. Its leadership in mineral excipients, expansion into high-value formats, and entry into EV battery materials create multi-decade growth levers.

Despite premium valuations (P/E: 46.40x, P/B: 12.93x), its durable channels, >80% repeat business, and global scale justify long-term conviction. **“SUBSCRIBE” for Long-Term Investment.**



ISSUE DETAILS	
Price Band (in ₹ per share)	563-593
Issue size (in ₹ Crore)	895.00
Fresh Issue (in ₹ Crore)	95.00
Offer for Sale (in ₹ Crore)	800.00
Issue Open Date	21-11-25
Issue Close Date	25-11-25
Tentative Date of Allotment	26-11-25
Tentative Date of Listing	28-11-25
Total Number of Shares (in lakhs)	150.93
Face Value (in ₹)	1.00
Exchanges to be Listed on	NSE and BSE

APPLICATION	LOTS	SHARES	AMOUNT (₹)
Retail (Min)	1	25	₹14,825
Retail (Max)	13	325	₹1,92,725
S-HNI (Min)	14	350	₹2,07,550
S-HNI (Max)	67	1675	₹9,93,275
B-HNI (Min)	68	1700	₹10,08,100

**BRLMs:** IIFL Capital Services Ltd., ICICI Securities Ltd

**PROMOTER:** SUJIT JAYSUKH BHAYANI, AVANI SUJIT BHAYANI, SHANIL SUJIT BHAYANI, SUJEET JAYSUKH BHAYANI HUF, RIVA RESOURCES PRIVATE LIMITED AND BHAYANI FAMILY TRUST

## BRIEF FINANCIALS

PARTICULARS (Rs. Cr) *	Q1FY26	FY25	FY24	FY23
Share Capital***	9.72	9.72	1.40	1.40
Net Worth	688.32	497.53	359.10	226.29
Revenue From Operations	124.91	501.99	459.28	428.73
EBITDA	49.03	199.28	187.75	98.64
EBITDA Margin (%)	39.25	39.70	40.88	23.01
Profit/(Loss) After Tax	31.27	138.69	133.18	62.32
EPS (in Rs.)	2.80	12.78	12.28	5.74
Net Asset Value (in Rs.)	62.61	45.86	33.10	20.86
Total borrowings	135.97	135.25	75.03	82.25
P/E <sup>#</sup>	52.95 <sup>^</sup>	46.40	NA	NA
P/B <sup>#</sup>	9.47	12.93	NA	NA

\*Restated consolidated financials; #Calculated at upper price band\*\*\*Bonus Issue of Shares, ^Annualised

## OBJECTS OF THE OFFER

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- Capital expenditure towards procurement of machinery for the production line located at Nandesari Facility I expected Amount Rs.75.81 (₹ in crores)
- General corporate purposes

## FINANCIAL STATEMENTS

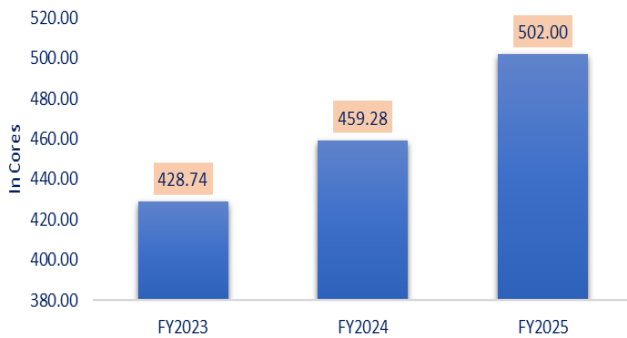
Profit & Loss Statement			
Particulars (In Crores)	FY2023	FY2024	FY2025
<b>INCOME</b>			
Revenue from operations	428.74	459.28	502.00
Other Income	9.52	6.10	9.33
<b>Total Income</b>	<b>438.26</b>	<b>465.38</b>	<b>511.33</b>
YoY Growth (%)	-	7.12%	9.30%
Cost of materials consumed	200.15	153.74	208.63
Changes in inventories of finished goods and work-in-progress	-17.68	11.57	-43.84
Employee benefit expenses	66.10	29.41	38.34
Employee Expenses-% of Revenue	15.42%	6.40%	7.64%
Other expenses	91.05	82.91	108.92
<b>EBIDTA (Calculated)</b>	<b>98.64</b>	<b>187.76</b>	<b>199.28</b>
EBIDTA Margin (%)	22.51%	40.34%	38.97%
Depreciation and amortisation expense	7.92	9.01	10.59
<b>EBIT</b>	<b>90.72</b>	<b>178.74</b>	<b>188.69</b>
EBIT Margin (%)	21.16%	38.92%	37.59%
Finance cost	4.74	3.92	5.85
<b>Total Expenses</b>	<b>352.28</b>	<b>290.56</b>	<b>328.48</b>
<b>Profit before Tax</b>	<b>85.98</b>	<b>174.82</b>	<b>182.85</b>
<b>Tax expenses</b>			
Current tax	23.46	40.48	43.65
Deferred tax (credit)/ expense	0.20	1.15	0.50
<b>Total tax expenses</b>	<b>23.66</b>	<b>41.63</b>	<b>44.15</b>
<b>Profit for the year</b>	<b>62.32</b>	<b>133.19</b>	<b>138.69</b>
PAT Margin (%)	14.22%	28.62%	27.12%
<b>Earnings per share</b>			
Basic earnings per share (₹)	5.74	12.28	12.78

Particulars (In Crores)	FY2023	FY2024	FY2025
Net cash generated from/(used in) operating activities (A)	48.40	65.69	48.73
Net cash generated from/(used in) investing activities (B)	-50.02	-49.28	-78.76
Net cash generated from/(used in) financing activities (C)	-9.78	-12.74	52.70
<b>Net increase/(decrease) in cash and cash equivalents (A+B+C)</b>	<b>-11.40</b>	<b>3.67</b>	<b>22.67</b>
Cash and cash equivalents at the beginning of the year	21.47	10.30	13.98
<b>Cash and cash equivalents at the end of the year</b>	<b>10.07</b>	<b>13.97</b>	<b>36.65</b>

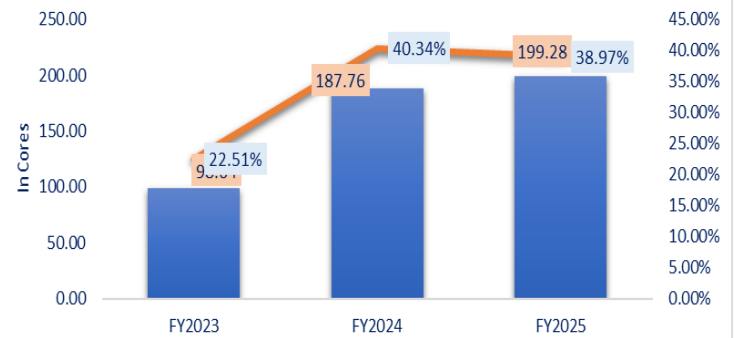
Balance Sheet			
Particulars (In Crores)	FY2023	FY2024	FY2025
<b>ASSETS</b>			
Non-current assets			
Property, plant and equipment	149.36	167.04	177.07
Capital work-in-progress	25.97	44.66	88.22
Right of use assets	8.47	12.89	12.05
Goodwill	-	-	-
Other Intangible assets	0.40	0.30	0.21
Financial assets (i) Others	2.06	2.98	4.19
Deferred tax assets (net)	0.54	0.23	0.33
Other tax assets (net)	0.12	2.52	2.07
Other non-current assets	3.17	7.89	8.92
<b>Total non-current assets</b>	<b>190.09</b>	<b>238.51</b>	<b>293.06</b>
<b>Current assets</b>			
Inventories	71.00	66.58	128.67
Financial assets (i) Investments	3.03	0.13	0.14
(ii) Trade receivables	93.71	144.57	185.36
(iii) Cash and cash equivalents	10.30	13.98	36.81
(iv) Bank balances other than (iii)	-	-	15.00
(v) Loans	0.97	1.31	0.30
(vi) Others	1.11	1.50	9.91
Other current assets	49.89	47.30	47.95
<b>Total current assets</b>	<b>230.01</b>	<b>275.37</b>	<b>424.14</b>
<b>TOTAL ASSETS</b>	<b>420.10</b>	<b>513.88</b>	<b>717.20</b>
<b>EQUITY AND LIABILITIES</b>			
Equity			
Equity share capital	1.41	1.41	9.72
Instruments entirely equity in nature	-	-	2.26
Other equity	221.88	354.63	481.11
Non-controlling Interest	-	-	-
<b>Total equity</b>	<b>223.29</b>	<b>356.04</b>	<b>493.09</b>
<b>Liabilities</b>			
<b>Non-current liabilities</b>			
Financial liabilities (i) Borrowings	19.94	11.14	39.55
(ii) Lease liabilities	0.54	2.30	1.66
Provisions	0.38	1.32	1.75
Deferred tax liabilities (net)	5.13	5.85	6.36
<b>Total non-current liabilities</b>	<b>25.99</b>	<b>20.61</b>	<b>49.32</b>
<b>Current liabilities</b>			
Financial liabilities (i) Borrowings	62.31	63.89	95.71
(ii) Lease liabilities	0.29	0.75	0.65
(iii) Trade payables (Total outstanding dues)	38.50	50.72	60.48
(iv) Other financial liabilities	48.46	5.53	5.39
Other current liabilities	11.60	9.10	8.87
Provisions	7.66	7.10	0.90
Current tax liabilities (net)	2.00	0.14	2.79
<b>Total current liabilities</b>	<b>170.82</b>	<b>137.23</b>	<b>174.79</b>
<b>Total liabilities</b>	<b>196.81</b>	<b>157.84</b>	<b>224.11</b>
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>420.10</b>	<b>513.88</b>	<b>717.20</b>

## PERFORMANCE THROUGH CHARTS

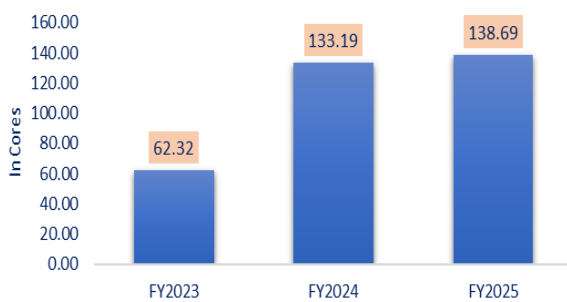
REVENUE HAS GROWN BY 8% CAGR 2 YR



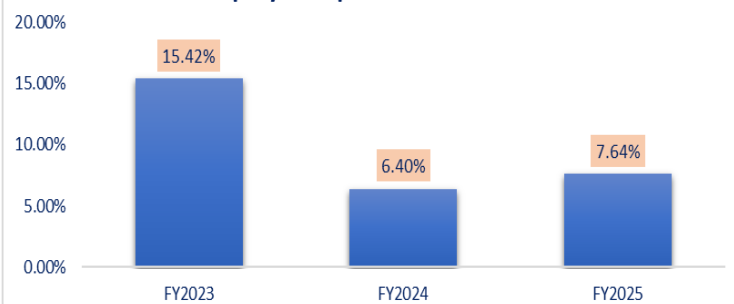
EBITDA HAS GROWN BY 42% CAGR 2 YR



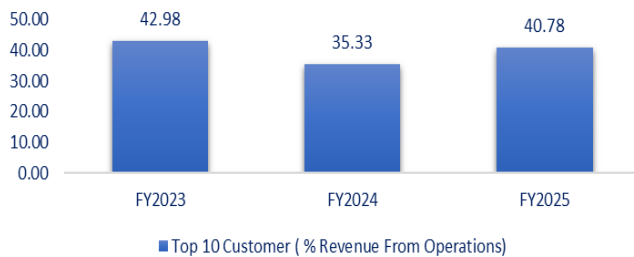
PAT HAS GROWN AT A CAGR OF 49%



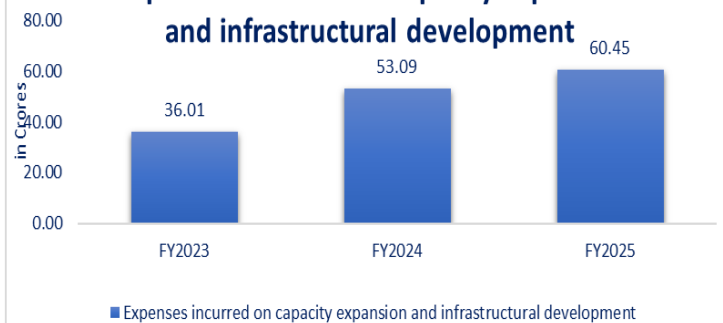
Employee Expenses as % of Revenue



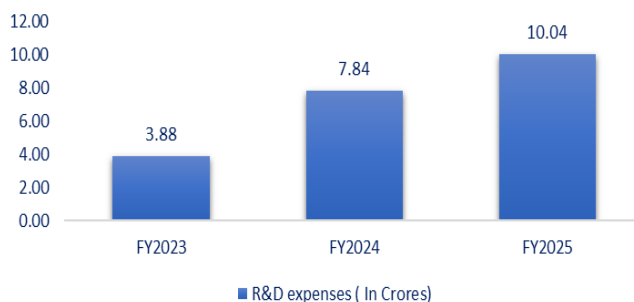
Top 10 Customer ( % Revenue From Operations)



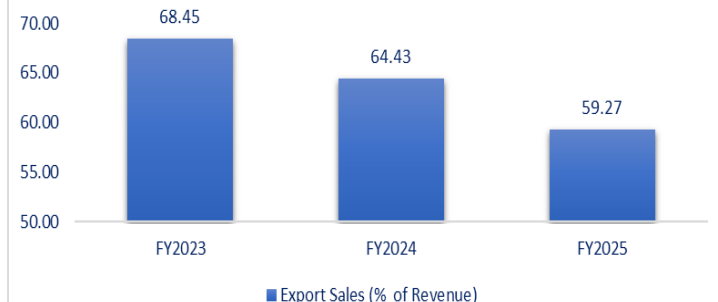
Expenses incurred on capacity expansion and infrastructural development



R&D expenses ( In Crores)



Export Sales ( % of Revenue)



## INDUSTRY REVIEW

### Food Ingredients Market- India

India's food and nutritional ingredients market is rapidly expanding, driven by increasing health awareness, a growing population, and rising disposable incomes. The demand for fortified foods, dietary supplements, and functional beverages has surged as consumers prioritize health and wellness. Key ingredients such as vitamins, minerals, amino acids, probiotics, and plant-based proteins are experiencing significant growth, fuelled by government initiatives promoting nutrition, such as the Poshan Abhiyaan and mandatory fortification of staples like rice, wheat flour, oil, and salt.

#### Market Overview

In 2024, India's demand for food ingredients is estimated to be around 22 billion USD. The market is expected to grow at a CAGR of 8.1% between 2024 to 2029, with demand reaching 32 billion USD in 2029. In terms of volume, the total consumption was around 33,170 kilotons (KT) in 2024 and is expected to reach 48,289 kilotons by 2029 with a CAGR of 7.8%. In comparison for 2019, the market volume demand was around 23,650 kilotons.

### Specialty Food Ingredients Market- India

India's specialty food ingredients market is rapidly growing, driven by demand for high-quality, functional, and clean-label solutions. Ingredients like encapsulated preservatives, acidulants, and leavening agents are increasingly used to enhance shelf life, flavour, stability, and texture across bakery, confectionery, beverages, and processed foods. Sudeep Pharma is a leading manufacturer in this space, offering a wide range of specialty ingredients—from encapsulated preservatives and acidulants to leavening agents, flavour enhancers, fat powders, emulsifiers, and texture improvers—supported by strong expertise in mineral-based products and iron phosphate.

#### Market Overview

In 2024, India's demand for specialty food ingredients is estimated to be around 4.3 billion USD. The market is expected to grow at a CAGR of 8.1% between 2024 to 2029, with demand reaching 6.4 billion USD in 2029. In terms of volume, the total consumption was around 1,501 kilotons (KT) in 2024 and is expected to reach 2,154 kilotons by 2029 with a CAGR of 7.5%. In comparison for 2019, the market volume demand was around 1,070 kilotons.

### Export markets for food and nutritional ingredients from India

India is a significant player in the global nutritional ingredients market, exporting a wide range of products to various regions. Currently, India is exporting to major global regions including North America, Europe, Asia Pacific, and South Africa. The key export products are but are not limited to products such as Vitamin C, Vitamin D, Minerals; Calcium, Magnesium, Probiotics, omega-3, Vitamins and Mineral Premixes, and Antioxidants, among others. As India's largest exporter of speciality food and nutritional ingredients, Sudeep Pharma have a dominant presence in the food and pharma sectors, adhering to the highest regulatory standards. Sudeep Pharma exports to North America, Europe, the United Kingdom, Brazil, and Asia Pacific, among others. Sudeep Pharma in the process of scaling their exports of key ingredients such as calcium carbonate and iron phosphate, which are essential for fortified foods, dietary supplements, and oral solid formulations.

## COMPETITIVE STRENGTHS OF THE COMPANY

**Market leadership with a diversified product portfolio in a high barrier industry** According to the F&S Report, they are a leading manufacturer of pharmaceutical, food, nutrition, and specialty ingredients in India, with a strong presence in mineral-based products and iron phosphate as of June 30, 2025. They are also among the top producers of specialty food ingredients, offering products like encapsulated preservatives (including sorbic acid and calcium propionate) widely used in bakery applications to extend shelf life. Their leadership is supported by a broad and evolving product portfolio of over 100 products. Having expanded from excipients to customized ingredient solutions, they follow the philosophy of “Listen, Understand, and Create,” enabling them to deliver tailored, technology-driven solutions to their global customers and maintain a competitive edge in the market.

**Distinguished global customer base with long-standing relationships with key customers** Their expansive global customer network includes companies in the pharmaceuticals, food and nutrition, and FMCG sectors. As of June 30, 2025, they have served over 1,100 customers across multiple regions, including partnerships spanning several decades. Their robust customer base includes over 40 blue-chip multinational companies across the pharmaceutical, food, and 272 nutrition industries, as of June 30, 2025. Their marquee customers include Pfizer Inc, Intas Pharmaceuticals Limited, Mankind Pharma Limited, Merck Group, Alembic Pharmaceutical Limited, Aurobindo Pharma Limited, Cadila Pharmaceutical Limited, IMCD Asia Pte. Ltd., Micro Labs Limited, and Danone S.A. Their largest customer accounted for 14.58%, 8.15%, 9.14%, and 11.55% of revenue from operations for the three months ended June 30, 2025 and Fiscals 2025, 2024 and 2023, respectively.

**Well-equipped and regulatory compliant Manufacturing Facilities** They operate advanced manufacturing facilities in Gujarat and Ireland, spanning 68,446 sq. m with a total annual capacity of 72,246 MT as of June 30, 2025. Their plants use modern automation and six proprietary technologies across key processes like encapsulation, spray drying and liposomal preparations, supported by a comprehensive in-house QC lab. With 35 global accreditations and 10 regulatory approvals—including USFDA, EXCiPACT, WHO-GMP, ISO and HACCP—they are the first company in India to receive USFDA approval for mineral-based food ingredients. They also maintain a global distribution network of 15 warehouses across major international markets for efficient delivery.

**Strong research and development capabilities** Their R&D capabilities have been critical to their success and a differentiating factor from their competitors. Their R&D efforts focus on particle engineering, extending product shelf life, enhancing nutrient bioavailability and addressing formulation challenges. As of June 30, 2025, they operate two R&D facilities that have a dedicated team of 41 personnel. This facility is equipped with advanced machinery including fluidized bed coaters, spray dryers, tablet compression machines, and blenders, that enable them to refine their production technologies, improve sustainability, and expand their product portfolio.

## RISK FACTORS

**They generate a significant portion of their revenues from a limited number of customers and the loss of such customers or a decline in demand from such customers could adversely affect their business, results of operations, financial condition, and cash flows.**

- They derive a substantial portion of their revenues from a limited customer base, and although no single customer accounted for more than 15% of their revenue in the past three Fiscals and the three months ended June 30, 2025, the loss or reduced business from any key customer could adversely impact their performance. This concentration limits their bargaining power, potentially affecting margins and profitability. Any deterioration in the financial health or demand outlook of these customers may reduce their purchase volumes, leading to a significant decline in their revenues. They cannot assure continued business at historical levels or a meaningful reduction in customer concentration going forward.

**They generated 66.43%, 65.84%, 67.64% and 77.01% of their revenue from operations from their pharmaceutical, food and nutrition segment, in the three months ended June 30, 2025 and Fiscals 2025, 2024 and 2023, respectively. Any adverse developments affecting this segment may adversely affect their business, results of operations, financial condition, and cash flows.**

- They generate a large share of their revenue from the pharmaceutical, food and nutrition segment, which includes various mineral salts and consistently contributes around two-thirds of their external revenues. Any adverse factors—such as regulatory changes, stronger competition, supply chain disruptions, shifts in consumer demand, economic slowdowns or technological changes—could reduce sales and margins. While they have not faced material supply chain issues recently, future disruptions or negative industry developments could adversely impact their business and financial performance.

**Their Manufacturing Facilities are subject to periodic inspections and audits by regulatory authorities and customers and any manufacturing or quality control problems may subject them to regulatory action, damage their reputation and have an adverse effect on their business and results of operations.**

- They must comply with strict regulatory and quality standards across all markets where they operate, including approvals from USFDA, EXCIPACT, WHO-GMP, FSSC, ISO and HACCP. Their facilities are regularly audited, and any non-compliance could lead to warnings, sanctions, shutdowns or loss of approvals. Although they have not received any USFDA Form 483 letters in the past three Fiscals and the three months ended June 30, 2025, they cannot ensure this will continue. Failure to address future observations or corrective actions could restrict their ability to manufacture or sell products in certain markets, result in order cancellations or regulatory penalties, and adversely impact their operations and financial performance.

## PEER COMPARISON

There are no peer group companies listed in India which are in the same line of business as their Company. Further, to their knowledge, there are no listed international peers in the same line of business as their Company which are comparable to them. Therefore, investors must rely on their own examination of accounting ratios of their Company for the purposes of investment in this Offer. (As Per RHP)



**Canara Bank Securities Ltd.**  
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