

India

Overweight (no change)

Highlighted Companies

Dr Reddy's Laboratories Ltd

ADD, TP Rs5496, Rs4931 close

According to AIOCD, Dr.Reddy's registered sales value growth of 26.4% yoy in Aug 2021, largely driven by strong growth in its anti-infectives and respiratory therapies.

Indoco Remedies Ltd

ADD, TP Rs561, Rs464 close

According to AIOCD, Indoco Remedies registered sales value growth of 33% yoy in Aug 2021, largely driven by its ATM and Febrex Plus brands.

Ajanta Pharma Ltd

HOLD, TP Rs2490, Rs2217 close

According to AIOCD, Ajanta Pharma registered sales value growth of 31.7% yoy in Aug 2021, led by healthy growth across its brands and therapies.

Summary Valuation Metrics

P/E (x)	Mar21-A	Mar22-F	Mar23-F
Dr Reddy's Laboratories Ltd	47.57	29.95	24.84
Indoco Remedies Ltd	45.98	27.83	18.38
Ajanta Pharma Ltd	29.61	27.16	22.26

P/BV (x)	Mar21-A	Mar22-F	Mar23-F
Dr Reddy's Laboratories Ltd	4.74	4.15	3.62
Indoco Remedies Ltd	5.56	4.76	3.94
Ajanta Pharma Ltd	6.44	5.41	4.53

Dividend Yield	Mar21-A	Mar22-F	Mar23-F
Dr Reddy's Laboratories Ltd	0.51%	0.51%	0.51%
Indoco Remedies Ltd	0.32%	0.54%	1.09%
Ajanta Pharma Ltd	0.43%	0.74%	0.9%

Analyst(s)



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Pharmaceuticals

India Pharma Monthly

- IPM grew by 17.7% yoy and 3.7% mom in Aug 2021, as it is now normalising and seeing trends similar to pre-Covid levels.
- Anti-infectives/gastro/respiratory/pain therapies grew by 29.2%/21.9%/ 38.2%/ 32.4%, respectively, in Aug 2021.
- We maintain our OVERWEIGHT stance on the sector and our top picks remain Dr Reddy's, Cipla, Natco, JB Chemicals, Granules India and Indoco Remedies.

IPM grew by 17.7% in Aug 21; non-Covid drugs gradually picking up

According to All Indian Origin Chemists & Distributors Ltd (AIOCD), the Indian pharmaceuticals market (IPM) grew by 17.7% yoy in Aug 2021. With the second wave of Covid-19 subsiding, the industry is continuing to witness pre-Covid-level trends. Volume/price/new product growth was 9%/5.9%/2.9% yoy, respectively, in Aug 2021. While Covid-19 drugs continue to drive IPM's growth, non-Covid drugs are gradually picking up. IPM with Covid influence grew by 27% yoy and without it grew by 12.8% in Aug 2021. Most of the top 20 companies in the IPM showed robust growth. Brands such as Fabiflu (Glenmark) and Zincovit (Apex) were ranked 1 and 2, respectively, in terms of MAT value in Aug 2021 but ranked 33 and 5, respectively, in terms of monthly value. Monocef (Aristo) was ranked 1, followed by Augmentin (GSK) in terms of value during the month.

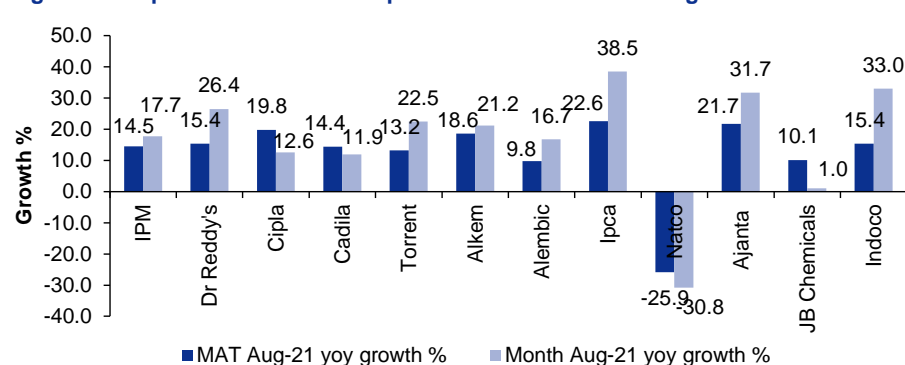
Anti-infectives, pain and respiratory segments post top yoy growth

The anti-infectives segment showed a strong yoy growth of 29.2% in Aug 21. As per MAT-Aug 2021, it grew by 25.3% mainly led by addition of Favipiravir and Remdesivir, high growth in Azithromycin, anti-fungal injections (Posaconazole/ Voriconazole) and anti-parasitic agents like Ivermectin. Excluding Favipiravir and Remdesivir, anti-infectives grew by 15.1% in MAT-Aug 2021. Favipiravir sales declined from Rs380m in Jul 2021 to Rs269m in Aug 2021 and Remdesivir sales declined from Rs460m to Rs356m in the same period. The pain segment grew by 32% in Aug 2021, led by higher sales of brands such as Dolo (Micro) and Calpol (GSK). Respiratory segment grew by 38% yoy due to higher sales of Foracort (Cipla) and Sinarest (Centaur). Gastro and gynaecology segments also delivered a strong growth of 22% yoy and 21% yoy, respectively, while the cardiac segment was muted at 6.2% yoy in Aug 2021.

Outperformers and underperformers versus IPM

From our coverage universe, Ipca/Indoco/Ajanta/ Dr Reddy's/ Torrent/ Alkem outperformed the IPM with yoy growth of 38.5%/ 33%/ 31.7%/ 26.4%/ 22.5%/ 21.2%, respectively. Natco Pharma underperformed the IPM, declining by 30.8%. With the unlocking of several states, we could see IPM growth stabilise and revival in non-Covid drugs would also help the industry to remain strong during FY22F, in our view. As the economy attempts to return to normalcy, there is a positive sentiment in the market. With the unlocking, we might see stable growth on a mom basis, while a strong revival in the non-Covid portfolio may help the industry to remain strong during the year.

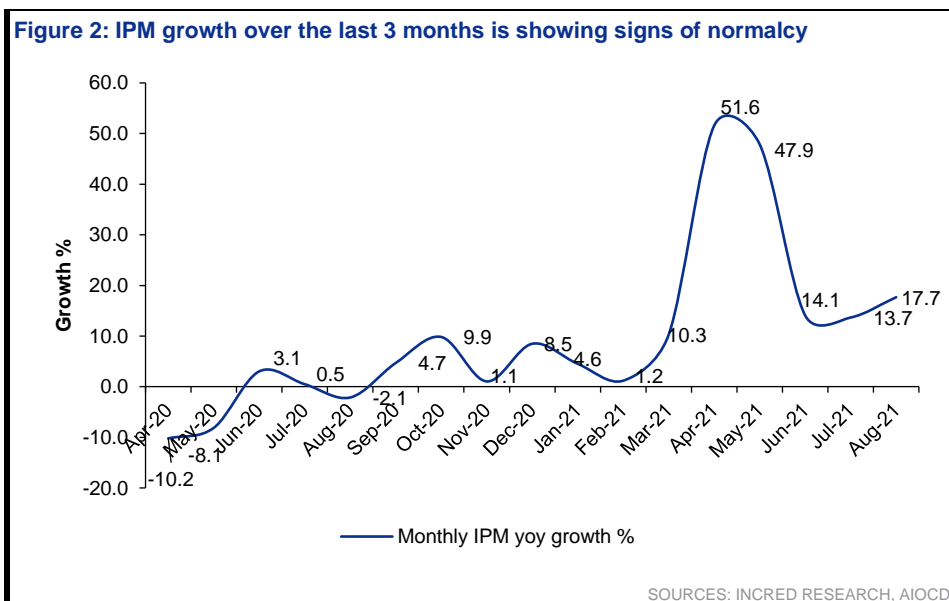
Figure 1: Outperformers and underperformers from our coverage universe vs IPM



SOURCES: INCRED RESEARCH, AIOCD

India Pharma Monthly

Figure 2: IPM growth over the last 3 months is showing signs of normalcy



SOURCES: INCRED RESEARCH, AIOCD

Figure 3: Performance of top 20 companies in IPM in Aug 2021

Company	MAT Aug-20 (Rsm)	MAT Aug-21 (Rsm)	% growth yoy	Market share %	Month Aug-20 (Rsm)	Month Aug-21 (Rsm)	% growth yoy	Month Jul-21 (Rsm)	% growth mom	3M-Aug-20 (Rsm)	3M-Aug-21 (Rsm)	% growth yoy
IPM	14,25,800	16,32,625	14.5	100.0	1,21,953	1,43,583	17.7	1,38,495	3.7	3,56,977	4,11,275	15.2
Sun Pharma	1,16,755	1,31,569	12.7	8.1	9,527	11,527	21.0	11,239	2.6	28,340	33,449	18.0
Abbott	89,469	1,02,453	14.5	6.3	7,633	8,746	14.6	8,665	0.9	22,601	25,738	13.9
Cipla	67,759	81,170	19.8	5.0	5,985	6,740	12.6	6,254	7.8	17,232	18,787	9.0
Mankind	61,091	68,872	12.7	4.2	5,361	6,813	27.1	6,523	4.4	15,266	18,585	21.7
Cadila	59,402	67,935	14.4	4.2	5,011	5,607	11.9	5,512	1.7	14,770	16,381	10.9
Lupin	54,617	61,925	13.4	3.8	4,470	5,155	15.3	5,243	-1.7	13,362	15,403	15.3
Alkem	48,792	57,882	18.6	3.5	4,415	5,355	21.3	5,023	6.6	12,417	14,668	18.1
Torrent	44,284	50,151	13.2	3.1	3,672	4,497	22.5	4,448	1.1	11,192	13,163	17.6
Intas	42,354	49,479	16.8	3.0	3,507	4,461	27.2	4,356	2.4	10,507	12,837	22.2
Macleods	40,860	48,629	19.0	3.0	3,604	4,643	28.8	4,193	10.7	10,185	12,728	25.0
Dr. Reddy's	41,717	48,159	15.4	2.9	3,424	4,326	26.4	4,154	4.1	10,207	12,473	22.2
Emcure	37,068	47,386	27.8	2.9	3,254	4,042	24.2	3,836	5.4	9,472	11,647	23.0
Aristo	38,212	47,323	23.8	2.9	3,564	4,775	34.0	4,140	15.3	9,789	12,531	28.0
Glenmark	33,982	43,807	28.9	2.7	3,472	2,882	-17.0	2,925	-1.5	9,511	8,551	-10.1
GSK	38,424	41,820	8.8	2.6	3,247	3,852	18.6	3,709	3.9	9,459	10,792	14.1
Pfizer	34,316	38,548	12.3	2.4	2,974	3,218	8.2	3,176	1.3	8,779	9,458	7.7
Sanofi India	32,025	35,858	12.0	2.2	2,834	3,096	9.2	3,075	0.7	8,292	9,100	9.7
USV	29,167	31,329	7.4	1.9	2,535	2,552	0.7	2,559	-0.2	7,619	7,581	-0.5
IPCA	21,704	26,609	22.6	1.6	1,999	2,769	38.5	2,361	17.3	5,635	7,260	28.8
Alembic	16,747	18,394	9.8	1.1	1,431	1,671	16.8	1,562	7.0	4,076	4,560	11.9

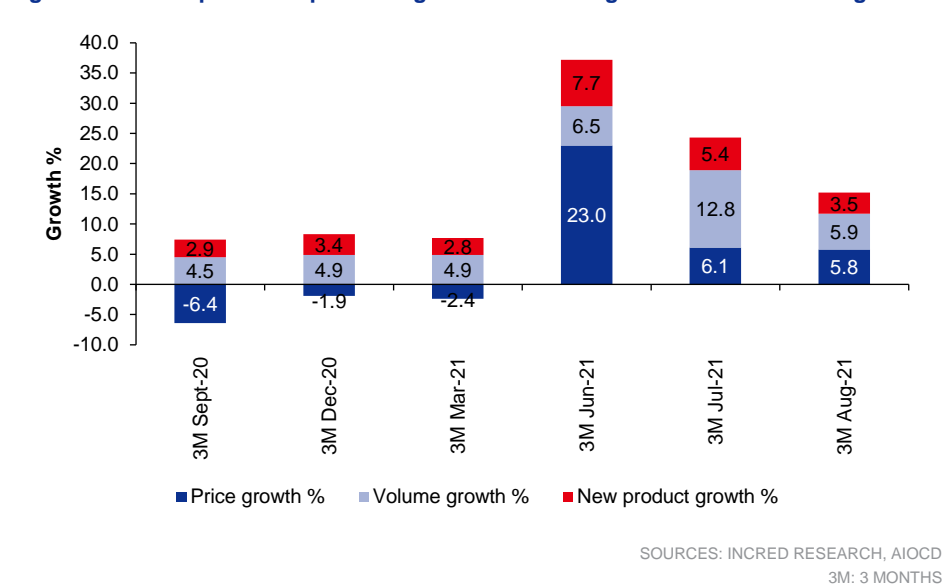
SOURCES: INCRED RESEARCH, AIOCD

Figure 4: Performance of top therapies in Aug 2021

Therapies	MAT Aug-20 (Rsm)	MAT Aug-21 (Rsm)	Market share %	% growth yoy	Month Aug-20 (Rsm)	Month Aug-21 (Rsm)	% growth yoy	Month Jul-21 (Rsm)	% growth mom	3M-Aug 20(Rsm)	3M-Aug 21(Rsm)	% growth yoy
IPM	14,25,800	16,32,625	100.0	14.5	1,21,975	1,43,583	17.7	1,38,495	3.7	3,57,036	4,11,275	15.2
Anti-Infectives	1,86,387	2,33,649	14.3	25.4	16,479	21,285	29.2	19,185	10.9	43,687	57,650	32.0
Cardiac	1,90,811	2,15,637	13.2	13.0	16,573	17,612	6.3	17,728	-0.7	49,706	52,758	6.1
Gastro Intestinal	1,56,182	1,87,654	11.5	20.2	13,951	17,007	21.9	16,772	1.4	41,150	49,357	19.9
Anti Diabetic	1,44,707	1,55,346	9.5	7.4	12,012	13,044	8.6	13,097	-0.4	36,882	38,812	5.2
Vitamins / Minerals / Nutrients	1,23,255	1,49,825	9.2	21.6	11,597	12,823	10.6	12,892	-0.5	33,964	38,264	12.7
Respiratory	1,10,108	1,17,779	7.2	7.0	7,838	10,834	38.2	9,444	14.7	22,416	28,765	28.3
Pain / Analgesics	93,662	1,08,303	6.6	15.6	7,937	10,510	32.4	9,673	8.7	23,110	28,821	24.7
Derma	94,923	1,06,241	6.5	11.9	8,318	9,352	12.4	8,981	4.1	24,258	26,450	9.0
Neuro / CNS	87,654	95,498	5.8	8.9	7,260	8,277	14.0	8,163	1.4	22,148	24,147	9.0
Gynaecological	68,083	77,030	4.7	13.1	5,735	6,955	21.3	6,800	2.3	17,302	20,017	15.7
Anti-Neoplastics	28,416	30,491	1.9	7.3	2,354	2,368	0.6	2,434	-2.7	6,883	7,024	2.0
Hormones	26,252	30,069	1.8	14.5	2,185	2,536	16.1	2,529	0.3	6,501	7,445	14.5
Ophthal / Otologicals	23,877	25,384	1.6	6.3	1,896	2,301	21.3	2,236	2.9	5,809	6,649	14.5
Urology	19,782	23,194	1.4	17.3	1,790	2,006	12.1	1,982	1.3	5,279	5,850	10.8
Vaccines	21,592	21,349	1.3	-1.1	1,757	1,611	-8.3	1,686	-4.5	5,355	4,939	-7.8
Blood Related	16,584	17,665	1.1	6.5	1,402	1,516	8.1	1,514	0.2	4,156	4,445	7.0
Others	12,518	14,022	0.9	12.0	1,047	1,314	25.5	1,312	0.1	3,175	3,769	18.7
Stomatologicals	7,919	9,759	0.6	23.2	751	847	12.8	828	2.2	2,219	2,517	13.4
Sex Stimulants / Rejuvenators	7,330	8,238	0.5	12.4	585	779	33.0	780	-0.2	1,685	2,143	27.2
Anti Malarials	5,759	5,493	0.3	-4.6	509	604	18.7	456	32.4	1,351	1,451	7.4

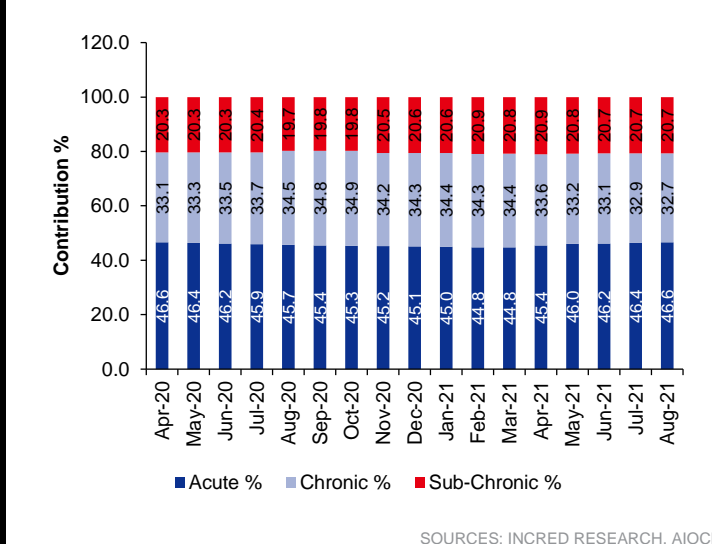
SOURCES: INCRED RESEARCH, AIOCD

Figure 5: Volume/price/new products growth showed a good balance in 3M-Aug 2021



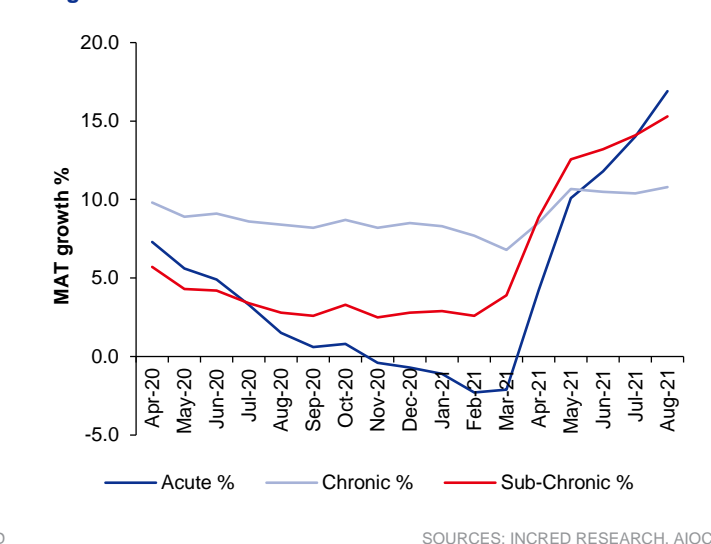
SOURCES: INCRED RESEARCH, AIOCD
3M: 3 MONTHS

Figure 6: Acute, chronic and sub-chronic segments' contribution to the IPM



SOURCES: INCRED RESEARCH, AIOCD

Figure 7: Acute and sub-chronic segments continued to rebound in Aug 2021



SOURCES: INCRED RESEARCH, AIOCD

Top-performing brands and therapies in our coverage universe

Dr Reddy's Laboratories ➤

Dr Reddy's Erconom brand grew by 47.1% yoy but declined 8.6% mom.

Figure 8: Performance of Dr Reddy's top 5 brands

Brand	Molecule	Aug-21 (Rsm)	Aug-21 yoy growth %	Jul-21 (Rsm)	Aug-21 mom growth %	MAT Aug-21 (Rsm)	MAT Aug-21 yoy growth %
Omez	Omeprazole A2C1	177	10.1	173	2.0	1,993	18.6
Omez D	Domperidone + Omeprazole A3F9	149	14.1	148	0.6	1,703	25.6
Stamlo	Amlodipine C8A1	113	28.3	110	2.1	1,263	31.4
Razo D	Domperidone + Rabeprazole A3F13	100	16.3	98	2.5	1,209	29.6
Econom	Saccharomyces Boulardii A7F10	110	47.1	121	-8.6	1,178	25.0

SOURCES: INCRED RESEARCH, AIOCD

Anti-infectives and respiratory therapies showed strong sales growth, while other therapies also performed well.

Figure 9: Performance of Dr Reddy's top 5 therapies

Therapy	Aug-21 (Rsm)	Aug-21 yoy growth %	Jul-21 (Rsm)	Aug-21 mom growth %	MAT Aug-21 (Rsm)	MAT Aug-21 yoy growth %
Gastrointestinal	795	18.7	792	0.3	9,096	20.0
Cardiac	480	17.5	477	0.6	5,602	22.6
Respiratory	538	55.9	454	18.6	5,326	-1.2
Derma	473	24.7	423	11.8	5,036	13.4
Anti-Infectives	379	71.4	342	10.7	4,195	50.8

SOURCES: INCRED RESEARCH, AIOCD

Cipla ➤

Cipremi (Remdesivir) sales declined by 21.4% on a mom basis, while other top brands' growth picked up.

Figure 10: Performance of Cipla's top 5 brands

Brand	Molecule	Aug-21 (Rsm)	Aug-21 yoy growth %	Jul-21 (Rsm)	Aug-21 mom growth %	MAT Aug-21 (Rsm)	MAT Aug-21 yoy growth %
Cipremi	Remdesivir J5A48	174	187.8	222	-21.4	3,655	3471.8
Foracort	Formoterol + Budesonide R3A6	335	31.7	320	4.6	3,632	8.2
Duolin	Levosulbutamol + Ipratropium R3A26	245	28.6	223	10.1	2,734	15.2
Budecort	Budesonide R3A3	217	38.1	194	11.7	2,658	10.6
Asthalin	Salbutamol R3A11	162	0.9	146	11.3	2,085	5.5

SOURCES: INCRED RESEARCH, AIOCD

Cipla's anti-infectives and gastro therapies showed strong yoy and mom growth.

Figure 11: Performance of Cipla's top 5 therapies

Therapy	Aug-21 (Rsm)	Aug-21 yoy growth %	Jul-21 (Rsm)	Aug-21 mom growth %	MAT Aug-21 (Rsm)	MAT Aug-21 yoy growth %
Respiratory	2,224	16.0	2,032	9.4	26,791	10.8
Anti-Infectives	1,714	26.3	1,525	12.4	20,915	44.6
Cardiac	777	-11.0	767	1.3	9,719	6.3
Gastrointestinal	403	25.5	370	8.9	4,432	21.2
Urology	365	8.0	352	3.6	4,157	7.8

SOURCES: INCRED RESEARCH, AIOCD

Cadila Healthcare ➤

Sales of Remdac (Remdesivir) declined by 38.5% yoy and 20.7% mom.

Figure 12: Performance of Cadila's top 5 brands

Brand	Molecule	Aug-21 (Rsm)	Aug-21 yoy growth %	Jul-21 (Rsm)	Aug-21 mom growth %	MAT Aug-21 (Rsm)	MAT Aug-21 yoy growth %
Remdac	Remdesivir J5A48	46	-38.5	58	-20.7	2,272	2,951.3
Deriphyllin	Theophylline + Etophylline R3A63	137	15.1	134	2.1	1,814	9.8
Atorva	Atorvastatin C10A1	152	5.7	147	3.0	1,787	5.2
Mifegest Kit	Mifepristone + Misoprostol G3X7	141	-2.0	153	-7.8	1,673	3.4
Skinlite	Hydroquinone + Mometasone + Tretinoin D11D6	93	-16.8	96	-2.8	1,345	-4.4

SOURCES: INCRED RESEARCH, AIOCD

Cadila's anti-infectives therapy continued to do well, 1, while other top therapies also showed positive yoy growth.

Figure 13: Performance of Cadila's top 5 therapies

Therapy	Aug-21 (Rsm)	Aug-21 yoy growth %	Jul-21 (Rsm)	Aug-21 mom growth %	MAT Aug-21 (Rsm)	MAT Aug-21 yoy growth %
Anti-Infectives	875	22.8	894	-2.1	11,943	40.8
Cardiac	802	7.9	782	2.6	9,434	8.7
Gastrointestinal	591	14.0	577	2.4	6,849	11.2
Respiratory	516	15.7	496	3.9	6,470	3.0
Pain/Analgesics	546	16.1	528	3.4	6,338	11.5

SOURCES: INCRED RESEARCH, AIOCD

Torrent's Chymoral Forte and Nexpro RD continued their strong performance.

Torrent Pharmaceuticals ➤

Figure 14: Performance of Torrent's top 5 brands

Brand	Molecule	Aug-21 (Rsm)	Aug-21 yoy growth %	Jul-21 (Rsm)	Aug-21 mom growth %	MAT Aug-21 (Rsm)	MAT Aug-21 yoy growth %
Shelcal	Calcium + Cholecalciferol A12A6	236	4.3	246	-4.0	2,821	19.6
Chymoral Forte	Chymotrypsin + Trypsin V3H3	163	28.7	161	1.6	1,726	14.3
Nexpro RD	Domperidone + Esomeprazole A3F10	131	29.2	131	0.1	1,419	30.4
Nikorán	Nicorandil C12A2	116	16.9	115	0.2	1,356	8.3
Azulix-MF	Glimepiride + Metformin A10B11	94	15.6	94	0.1	1,114	3.8

SOURCES: INCRED RESEARCH, AIOCD

Healthy yoy growth seen in Torrent's top 5 therapies.

Figure 15: Performance of Torrent's top 5 therapies

Therapy	Aug-21 (Rsm)	Aug-21 yoy growth %	Jul-21 (Rsm)	Aug-21 mom growth %	MAT Aug-21 (Rsm)	MAT Aug-21 yoy growth %
Cardiac	1,286	12.5	1,285	0.0	15,195	7.2
Gastrointestinal	821	33.1	809	1.5	8,726	24.0
Neuro/CNS	667	22.9	653	2.1	7,332	11.1
Vitamins/Minerals/Nutrients	581	17.0	596	-2.5	6,549	17.3
Anti-Diabetic	399	25.0	393	1.5	4,483	14.4

SOURCES: INCRED RESEARCH, AIOCD

Alkem's Clavam, Pan and Taxim O brands showed healthy yoy and mom growth.

Alkem Laboratories ➤

Figure 16: Performance of Alkem's top 5 brands

Brand	Molecule	Aug-21 (Rsm)	Aug-21 yoy growth %	Jul-21 (Rsm)	Aug-21 mom growth %	MAT Aug-21 (Rsm)	MAT Aug-21 yoy growth %
Clavam	Amoxicillin + Clavulanic Acid J1C4	344	18.5	311	10.8	3,754	3.5
Pan	Pantoprazole A2C4	321	5.9	316	1.6	3,563	12.4
Pan D	Domperidone + Pantoprazole A3F12	258	-1.3	255	1.2	3,081	16.2
A To Z NS	Multivitamins + Minerals A1111	200	1.5	212	-5.9	2,365	39.6
Taxim O	Cefixime J1D26	228	34.7	219	4.1	2,144	-2.6

SOURCES: INCRED RESEARCH, AIOCD

All major therapies, especially anti-infectives and pain showed good yoy and mom growth.

Figure 17: Performance of Alkem's top 5 therapies

Therapy	Aug-21 (Rsm)	Aug-21 yoy growth %	Jul-21 (Rsm)	Aug-21 mom growth %	MAT Aug-21 (Rsm)	MAT Aug-21 yoy growth %
Anti-Infectives	2,053	34.2	1,860	10.4	20,810	14.6
Gastrointestinal	936	9.7	922	1.5	10,493	18.3
Vitamins/Minerals/Nutrients	736	5.6	744	-1.1	8,605	31.7
Pain/Analgesics	415	39.6	366	13.3	4,206	20.5
Neuro/CNS	240	9.3	230	4.3	2,843	7.6

SOURCES: INCRED RESEARCH, AIOCD

Sales of Wikoryl have picked up, while Azithral showed positive yoy growth but declined on a mom basis.

Alembic Pharmaceuticals ➤

Figure 18: Performance of Alembic's top 5 brands

Brand	Molecule	Aug-21 (Rsm)	Aug-21 yoy growth %	Jul-21 (Rsm)	Aug-21 mom growth %	MAT Aug-21 (Rsm)	MAT Aug-21 yoy growth %
Azithral	Azithromycin J1F1	228	20.3	233	-2.5	2,721	50.7
Althrocin	Erythromycin J1F4	82	-7.4	71	15.6	872	-2.3
Wikoryl	Paracetamol + Phenylephrine + Chlorpheniramine R5D27	73	86.1	49	47.2	631	-4.7
Gestofit	Natural Micronised Progesterone G3A5	39	11.9	42	-8.0	467	15.7
Ulgel	Magaldrate + Simethicone A2G9	34	-17.4	35	-4.6	443	8.8

SOURCES: INCRED RESEARCH, AIOCD

Alembic's anti-infectives and respiratory therapies continued their strong momentum.

Figure 19: Performance of Alembic's top 5 therapies

Therapy	Aug-21 (Rsm)	Aug-21 yoy growth %	Jul-21 (Rsm)	Aug-21 mom growth %	MAT Aug-21 (Rsm)	MAT Aug-21 yoy growth %
Anti-Infectives	416	16.9	389	6.9	4,580	20.2
Cardiac	252	3.0	247	2.1	2,953	6.1
Gastrointestinal	199	10.0	195	2.0	2,233	14.3
Respiratory	226	69.9	168	34.6	2,072	-4.4
Gynaecological	151	6.6	150	1.2	1,752	4.6

SOURCES: INCRED RESEARCH, AIOCD

Ipca's Zerodol brand continued to register strong sales growth on yoy and mom basis.

Ipca Laboratories ➤

Figure 20: Performance of Ipca's top 5 brands

Brand	Molecule	Aug-21 (Rsm)	Aug-21 yoy growth %	Jul-21 (Rsm)	Aug-21 mom growth %	MAT Aug-21 (Rsm)	MAT Aug-21 yoy growth %
Zerodol SP	Aceclofenac + Paracetamol + Serratiopeptidase M1A7	313	42.1	285	10.1	3,069	43.3
Zerodol P	Aceclofenac + Paracetamol M1A3	252	25.1	139	81.3	1,989	39.0
HCQS	Hydroxychloroquine P1D2	127	-25.2	120	6.2	1,537	-6.7
Folitrax	Methotrexate L1B1	78	28.5	75	4.2	828	15.1
Zerodol TH	Thiocolchicoside + Aceclofenac M3B94	75	26.0	72	4.2	791	29.8

SOURCES: INCRED RESEARCH, AIOCD

Ipca's pain segment grew by 45.7% yoy in Aug 2021, while other major therapies also continued to perform well.

Figure 21: Performance of Ipca's top 5 therapies

Therapy	Aug-21 (Rsm)	Aug-21 yoy growth %	Jul-21 (Rsm)	Aug-21 mom growth %	MAT Aug-21 (Rsm)	MAT Aug-21 yoy growth %
Pain/Analgesics	954	45.7	765	24.7	8,536	36.6
Cardiac	367	24.7	352	4.2	4,044	16.7
Anti-malarials	331	4.0	265	24.9	3,202	-7.9
Anti-infectives	217	72.8	174	24.5	1,943	35.9
Gastrointestinal	169	31.2	160	5.5	1,760	31.1

SOURCES: INCRED RESEARCH, AIOCD

All of Ajanta's top brands recorded positive yoy and mom sales growth except Melacare.

Ajanta Pharma ➤

Figure 22: Performance of Ajanta's top 5 brands

Brand	Molecule	Aug-21 (Rsm)	Aug-21 yoy growth %	Jul-21 (Rsm)	Aug-21 mom growth %	MAT Aug-21 (Rsm)	MAT Aug-21 yoy growth %
Met XL	Metoprolol C7A29	118	12.4	117	1.4	1,166	16.5
Atorfit CV	Atorvastatin + Clopidogrel C10K3	57	31.7	50	13.8	522	9.2
Melacare	Hydroquinone + Mometasone + Tretinoin D11D6	36	-27.1	37	-2.8	514	-0.9
Rosutor Gold	Aspirin + Rosuvastatin + Clopidogrel B1C25	47	44.1	42	11.0	304	59.4
Feburic	Febuxostat M4A5	46	23.5	43	8.1	373	23.8

SOURCES: INCRED RESEARCH, AIOCD

Ajanta witnessed strong yoy and mom sales growth across its major therapies.

Figure 23: Performance of Ajanta's top 5 therapies

Therapy	Aug-21 (Rsm)	Aug-21 yoy growth %	Jul-21 (Rsm)	Aug-21 mom growth %	MAT Aug-21 (Rsm)	MAT Aug-21 yoy growth %
Cardiac	431	23.3	410	4.9	4,657	22.4
Ophthalm/Otologicals	235	43.0	224	5.0	2,471	23.9
Derma	148	29.5	137	8.0	1,601	19.9
Pain/Analgesics	69	35.1	64	7.9	681	27.9
Vitamins/Minerals/Nutrients	26	31.6	24	6.1	268	4.7

SOURCES: INCRED RESEARCH, AIOCD

Most of JB Chemicals' top 5 brands had muted yoy and mom growth.

JB Chemicals & Pharmaceuticals ➤

Figure 24: Performance of JB Chemicals' top 5 brands

Brand	Molecule	Aug-21 (Rsm)	Aug-21 yoy growth %	Jul-21 (Rsm)	Aug-21 mom growth %	MAT Aug-21 (Rsm)	MAT Aug-21 yoy growth %
Cilacar	Cilnidipine C8A24	162	-1.2	159	1.9	1,859	6.9
Rantac	Ranitidine A2B4	170	-3.8	148	15.4	1,664	14.6
Metrogyl	Metronidazole A7A1	70	3.6	72	-2.7	729	22.7
Nicardia	Nifedipine C8A16	66	-3.2	67	-1.2	936	-10.8
Cilacar T	Cilnidipine + Telmisartan C8D1	63	18.7	63	0.1	601	18.7

SOURCES: INCRED RESEARCH, AIOCD

Gastro therapy declined by 2.4% yoy but grew by 6.1% mom.

Figure 25: Performance of JB Chemicals' top 5 therapies

Therapy	Aug-21 (Rsm)	Aug-21 yoy growth %	Jul-21 (Rsm)	Aug-21 mom growth %	MAT Aug-21 (Rsm)	MAT Aug-21 yoy growth %
Cardiac	338	3.7	337	0.3	4,109	6.0
Gastrointestinal	308	-2.4	291	6.1	3,723	16.2
Others	18	-5.1	16	10.0	218	5.3
Derma	16	13.9	15	9.8	198	18.2
Anti-Infectives	7	-6.2	8	-17.6	126	24.8

SOURCES: INCRED RESEARCH, AIOCD

Natco Pharma

Most of Natco's top 5 brands declined on a mom basis.

Figure 26: Performance of Natco's top 5 brands

Brand	Molecule	Aug-21 (Rsm)	Aug-21 yoy growth %	Jul-21 (Rsm)	Aug-21 mom growth %	MAT Aug-21 (Rsm)	MAT Aug-21 yoy growth %
Velpanat	Sofosbuvir + Velpatasvir J5A15	128	-0.6	148	-13.3	1,648	-4.5
Geftinat	Gefitinib L1X15	66	-28.1	76	-13.3	1,359	10.9
Lenalid	Lenalidomide L1X48	47	-9.1	54	-13.3	742	7.0
Veenat	Imatinib Mesylate L1X16	45	15.3	52	-13.3	623	-25.9
Sorafenat	Sorafenib L1X40	26	-27.6	30	-4.0	503	3.7

SOURCES: INCRED RESEARCH, AIOCD

Natco's cardiac therapy yoy sales growth was driven by higher sales of Apixaban and Dabigatran.

Figure 27: Performance of Natco's top 5 therapies

Therapy	Aug-21 (Rsm)	Aug-21 yoy growth %	Jul-21 (Rsm)	Aug-21 mom growth %	MAT Aug-21 (Rsm)	MAT Aug-21 yoy growth %
Anti-Neoplastics	249	-27.8	286	-13.2	4,431	-10.6
Anti-Infectives	188	-47.8	204	-7.8	2,421	-52.1
Pain/Analgesics	28	17.0	32	-13.3	401	24.6
Cardiac	36	1,102.8	42	-13.3	361	786.3
Anti-Diabetic	7	155.7	8	-13.3	64	150.5

SOURCES: INCRED RESEARCH, AIOCD

Indoco Remedies

Indoco's ATM (Azithromycin) and Febrex Plus sales showed strong yoy and mom growth.

Figure 28: Performance of Indoco's top 5 brands

Brand	Molecule	Aug-21 (Rsm)	Aug-21 yoy growth %	Jul-21 (Rsm)	Aug-21 mom growth %	MAT Aug-21 (Rsm)	MAT Aug-21 yoy growth %
ATM	Azithromycin J1F1	94	50.8	77	21.7	872	61.7
Febrex Plus	Paracetamol + Phenylephrine + Chlorpheniramine R5D27	97	62.8	72	34.9	829	-2.1
Karvol Plus	Chest Rubs & Nasal Inhalants R4A1	38	-26.6	41	-8.1	688	78.3
Sensodent-K	Potassium Nitrate A1A17	62	7.9	61	2.4	654	18.6
Cyclopan	Dicyclomine + Paracetamol A3D5	59	34.0	56	5.8	593	14.2

SOURCES: INCRED RESEARCH, AIOCD

Indoco's major therapies showed good yoy and mom growth.

Figure 29: Performance of Indoco's top 5 therapies

Therapy	Aug-21 (Rsm)	Aug-21 yoy growth %	Jul-21 (Rsm)	Aug-21 mom growth %	MAT Aug-21 (Rsm)	MAT Aug-21 yoy growth %
Stomatologicals	192	15.8	187	3.2	2,021	17.9
Respiratory	175	33.0	142	23.2	1,847	15.5
Anti-Infectives	208	79.7	168	24.1	1,805	25.2
Gastrointestinal	125	36.6	123	1.8	1,308	18.7
Vitamins/Minerals/Nutrients	78	30.7	74	5.4	823	5.6

SOURCES: INCRED RESEARCH, AIOCD

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The survey result is as of the date appearing in the Corporate Governance Report of Thai Listed Companies. As a result, the survey result may be changed after that date. CGS-CIMB Thailand does not confirm nor certify the accuracy of such survey result.

Score Range:	90 - 100	80 – 89	70 - 79	Below 70	No Survey Result
Description:	Excellent	Very Good	Good	N/A	N/A

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Corporate Governance Report of Thai Listed Companies (CGR). CG Rating by the Thai Institute of Directors Association (Thai IOD) in 2020, Anti-Corruption 2020

ADVANC – Excellent, Certified, **AMATA** – Excellent, Certified, **ANAN** – Excellent, n/a, **AOT** – Excellent, n/a, **AP** – Excellent, Certified, **ASP** – Excellent, n/a, **AU** – Good, n/a, **BAM** – Very Good, Certified, **BAY** – Excellent, Certified, **BBL** – Very Good, Certified, **BCH** – Good, Certified, **BCP** – Excellent, Certified, **BCPG** – Excellent, Certified, **BDMS** – Excellent, n/a, **BEAUTY** – Good, n/a, **BH** – Good, n/a, **BJC** – Very Good, n/a, **BLA** – Excellent, Certified, **BTS** – Excellent, Certified, **CBG** – Very Good, n/a, **CCET** – n/a, n/a, **CENTEL** – Excellent, Certified, **CHAYO** – Very Good, n/a, **CHG** – Very Good, n/a, **CK** – Excellent, n/a, **COM7** – Very Good, Certified, **CPALL** – Excellent, Certified, **CPF** – Excellent, Certified, **CPN** – Excellent, Certified, **CPNREIT** – n/a, n/a, **CRC** – Very Good, n/a, **DELTA** – Excellent, Certified, **DDD** – Very Good, n/a, **DIF** – n/a, n/a, **DOHOME** – Very Good, n/a, **DREIT** – n/a, n/a, **DTAC** – Excellent, Certified, **ECL** – Excellent, Certified, **EGCO** – Excellent, Certified, **EPG** – Excellent, Certified, **ERW** – Very Good, Certified, **GFPT** – Excellent, Certified, **GGC** – Excellent, Certified, **GLOBAL** – Very Good, n/a, **HANA** – Excellent, Certified, **HMPRO** – Excellent, Certified, **HUMAN** – Good, n/a, **ICHI** – Excellent, Certified, **III** – Excellent, n/a, **INTUCH** – Excellent, Certified, **IRPC** – Excellent, Certified, **ITD** – Very Good, n/a, **IVL** – Excellent, Certified, **JASIF** – n/a, n/a, **JKN** – Excellent, Declared, **JMT** – Very Good, Declared, **KBANK** – Excellent, Certified, **KCE** – Excellent, Certified, **KEX** – n/a, n/a, **KKP** – Excellent, Certified, **KSL** – Excellent, Certified, **KTB** – Excellent, Certified, **KTC** – Excellent, Certified, **LH** – Excellent, n/a, **LPN** – Excellent, Certified, **M** – Very Good, Certified, **MAKRO** – Excellent, Certified, **MC** – Excellent, Certified, **MEGA** – Very Good, n/a, **MINT** – Excellent, Certified, **MTC** – Excellent, Certified, **NETBAY** – Very Good, n/a, **NRF** – n/a, n/a, **OR** – n/a, n/a, **ORI** – Excellent, Certified, **OSP** – Very Good, n/a, **PLANB** – Excellent, Certified, **PRINC** – Very Good, Certified, **PR9** – Excellent, n/a, **PSH** – Excellent, Certified, **PTT** – Excellent, Certified, **PTTEP** – Excellent, Certified, **PTTGC** – Excellent, Certified, **QH** – Excellent, Certified, **RBF** – Good, n/a, **RS** – Excellent, n/a, **RSP** – Good, n/a, **S** – Excellent, n/a, **SAK** – n/a, n/a, **SAPPE** – Very Good, Certified, **SAWAD** – Very Good, n/a, **SCB** – Excellent, Certified, **SCC** – Excellent, Certified, **SCGP** – n/a, n/a, **SHR** – Very Good, n/a, **SIRI** – Excellent, Certified, **SPA** – Very Good, n/a, **SPALI** – Excellent, Declared, **SPRC** – Excellent, Certified, **SSP** – Good, Declared, **STEC** – n/a, n/a, **SVI** – Excellent, Certified, **SYNEX** – Very Good, n/a, **TCAP** – Excellent, Certified, **THANI** – Excellent, Certified, **TIDLOR** – n/a, n/a, **TISCO** – Excellent, Certified, **TKN** – Very Good, n/a, **TMB** – Excellent, Certified, **TOP** – Excellent, Certified, **TRUE** – Excellent, Certified, **TU** – Excellent, Certified, **TVO** – Excellent, Certified, **VGI** – Excellent, Certified, **WHA** – Excellent, Certified, **WHART** – n/a, n/a, **WICE** – Excellent, Certified, **WORK** – Good, n/a.

- CG Score 2020 from Thai Institute of Directors Association (IOD)

- Companies participating in Thailand's Private Sector Collective Action Coalition Against Corruption programme (Thai CAC) under Thai Institute of Directors (as of January 30, 2021) are categorised into: companies that have declared their intention to join CAC, and companies certified by CAC.

Recommendation Framework

Stock Ratings

Definition:

Add	The stock's total return is expected to exceed 10% over the next 12 months.
Hold	The stock's total return is expected to be between 0% and positive 10% over the next 12 months.
Reduce	The stock's total return is expected to fall below 0% or more over the next 12 months.

The total expected return of a stock is defined as the sum of the: (i) percentage difference between the target price and the current price and (ii) the forward net dividend yields of the stock. Stock price targets have an investment horizon of 12 months.

Sector Ratings

Definition:

Overweight	An Overweight rating means stocks in the sector have, on a market cap-weighted basis, a positive absolute recommendation.
Neutral	A Neutral rating means stocks in the sector have, on a market cap-weighted basis, a neutral absolute recommendation.
Underweight	An Underweight rating means stocks in the sector have, on a market cap-weighted basis, a negative absolute recommendation.

Country Ratings

Definition:

Overweight	An Overweight rating means investors should be positioned with an above-market weight in this country relative to benchmark.
Neutral	A Neutral rating means investors should be positioned with a neutral weight in this country relative to benchmark.
Underweight	An Underweight rating means investors should be positioned with a below-market weight in this country relative to benchmark.