

Multiple growth engines for Aurobindo Pharma

Near-term upside may be capped after sharp stock rally

RAM PRASAD SAHU
Mumbai, 22 September

Shares of Aurobindo Pharma have been trading at their all-time highs and gained 53 per cent over the past year. While there are multiple growth engines which will drive topline growth going ahead, the recent triggers include a strong June quarter, entry into the respiratory market in the US and favourable regulatory reviews.

What should aid sentiment for the stock is the guidance for double-digit revenue growth and operating profit margin in excess of 21 per cent for 2026-27 (FY27). At the current price, the stock is trading at just under 16 times its FY28 earnings estimates.

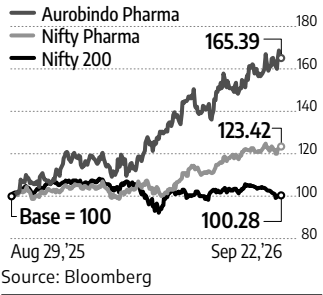
The successful integration of the Lannett Company — acquired a year ago — during the quarter, strengthened the company's position in complex generics, controlled substances and government business.

The acquisition helped the company launch its first product in the respiratory (inhalation) segment at the end of August. This is the generic equivalent of asthma and chronic obstructive pulmonary disease treatment formation, Advair, and can help the company tap into a market upwards of \$650 million. In September, it also received the final approval to manufacture and make the generic equivalent of QVAR inhaler, used in treating asthma and has a market size of about \$300 million.

A favourable regulatory compliance record is also positive. The US FDA's routine inspection at Lannett Company towards the end of August led to four observations. The company pointed out that the completion of the routine FDA inspection at Lannett, with only four observations that are procedural in nature. It is a constructive development and an important step as Aurobindo continues to strengthen



Riding high



the facility and advance future regulatory filings and product opportunities in the US, it added.

Analysts led by Amey Chalke of JM Financial Research believe that respiratory and contract development and manufacturing organisation (CDMO) would be the next leg of growth with nine-10 respiratory opportunities. Of these, four key products are expected around March 2027, while CDMO revenue target of \$400 million over the next three-four years shall come from formulations, active pharma ingredients (APIs) and peptides. The brokerage has a “buy” rating with a target price of ₹1,975.

The company is planning to increase formulation CDMO revenue from \$20 million annually to \$200 million to \$300 million by 2030–31, while API CDMO currently generates \$10 million annually and could scale up to \$50 million in three years. Peptide CDMO could contribute \$50–100 million if development

progresses as planned.

The June quarter performance was a near term trigger and was aided by a strong show in the European business and a steady performance in the US market. This helped the company post a 16.3 per cent growth in the June quarter. The European business grew 25.6 per cent year-on-year (Y-o-Y) driven by robust performance across all key markets. The US business, which accounted for 41 per cent of sales, grew by 8.1 per cent Y-o-Y on the back of volume gains and new product launches. Growth markets, too, saw significant jump, rising 37.7 per cent Y-o-Y.

The US market growth in the quarter was aided by the launch of 10 products. The company also received 10 final abbreviated new drug application (ANDA) approvals and filed for nine ANDAs in the quarter. Its cumulative pipeline remains strong, with the company filing 896 ANDAs and has 737 final approvals and 33 tentative approvals.

Operational performance was robust with gross margin expansion by 153 basis points Y-o-Y to 60.4 per cent and this was aided by a favourable business mix and on-going operational efficiencies.

Operating profit grew 20 per cent Y-o-Y with a margin of 21 per cent, up 60 basis points Y-o-Y. Margins at the operating level were supported by the profitability gains in the European market, which crossed the 20 per cent mark due to captive sourcing and ongoing cost optimisation initiatives.

Axis Securities pointed out that Aurobindo Pharma's future outlook remains strong, supported by upcoming product launches and strategic initiatives in areas such as entry into biosimilars, peptides, and CDMO services. The brokerage has, however, revised its recommendation from “buy” to “hold”, given its above-average valuation. It has a target price of ₹1,600.



TERM PLAN WITH RETURN OF PREMIUMS

Want premiums back? First count the real cost

KARTHIK JEROME

Aviva India's new Smart Return of Premium Term Plan promises to return 100 per cent of premiums paid at maturity. Several other life insurers offer term plans with return of premium (TROP) feature. Buyers should weigh this benefit against the higher cost of these plans.

Why they appeal

A TROP pays the nominee a death benefit. Survivors get the premiums back at maturity. “These plans address the perception that term insurance provides no benefit if the policyholder survives the policy term,” says Asit Rath, chief executive officer (CEO) and managing director (MD), Aviva Life Insurance. “Buyers perceive that they receive insurance free of cost because the insurer returns the premiums at the end of the tenure,” says Renu Maheshwari, Securities and Exchange Board of India (Sebi)-registered investment adviser, cofounder and principal adviser, Finscholarz Wealth Managers.

The premiums may qualify for tax deductions. “A TROP plan may acquire a paid-up or surrender

value after a specified period, unlike a regular term plan that usually has no value if discontinued midway,” says Vaibhav Kumar, head — products, e-commerce and enterprise centre of excellence (COE), Axis Max Life Insurance.

Higher premium

Their biggest drawback is cost. “The TROP premium could be two to three times the pure term premium for the same sum assured and tenure,” says Minoo Mantri, executive vice-president

Cost of such plans

Monthly plan premium (₹)*

Life insurer	Plan	First year	Second year onward
ICICI Pru	iProtect Smart	3,390	
	Return of Premium	3,390	
HDFC Life	Click 2 Protect	3,463	
	Supreme Plus	4,074	
Axis Max	Smart Term Plan Plus	2,630	
		3,094	
Tata AIA	Sampoorna Raksha Promise	2,519	
		3,069	
Bajaj Life	Bajaj Life eTouch II	2,538	
		2,813	

*Premiums are for a 35-year-old, non-smoker male, for a sum assured of ₹1 crore. Cover extends till the age of 70
Source: Policybazaar.com

How to think about retirement when in your 20s

In your 20s, the word “retirement” sounds like a punishment. It is the absolute last thing you want to spend your disposable income on. So, change the vocabulary. Do not save for “retirement”. Save for “autonomy”.

Before you can build a system, you need to know what you are

aiming for. In your 20s, this requires establishing a baseline habit based on realistic inflation. **The income target:** Most financial planners suggest aiming to replace 70-80 per cent of your pre-retirement income. **The rule of 300:** A quick heuristic for your ultimate target corpus is to

— insurance, Anand Rathi Share and Stock Brokers. The higher outgo may leave the buyer underinsured and harm the family's finances if the insured passes away early.

“The return-of-premium feature typically generates an internal rate of return of about 4.5 per cent to 5.5 per cent on average,” says Maheshwari. Inflation erodes the value of the maturity benefit.

Early exit can be costly

Policyholders who have paid one full year's premium and completed one policy year can receive a special surrender value. Insurers must pay the higher of the guaranteed and special surrender values.

“Industry experience suggests that policyholders may receive around 30–35 per cent of premiums paid after three years, 50–65 per cent after five years, and around 80–90 per cent only after 10 or more years,” says Mantri.

Who should consider TROP

TROP, according to Rath, suits

buyers who value life cover and want a tangible benefit at maturity. But many experts are of the view that most people should avoid it. “Younger buyers and people purchasing cover for a longer term should particularly avoid TROP,” says Varun Agarwal, head of term insurance, Policybazaar. Buy pure term cover and invest the premium difference separately. “Before making the purchase decision, buyers should calculate what the incremental TROP premium could grow to in a mutual fund or another investment over a 30- to 40-year policy term,” says Agarwal.

Checks before buying

Compare premiums, claim settlement ratios, exclusions, waiting periods and surrender provisions. “Compare the timing and amount payable if the policy is surrendered,” says Kumar.

Understand tax treatment

The premium returned receives the same tax treatment as any maturity payout from a life insurer. “For policies issued on or after April 1, 2012, maturity proceeds are exempt if the annual premium does not exceed 10 per cent of the sum assured,” says Rupali Singhania, founder, Areete Consultants.

For policies issued on or after April 1, 2023, the exemption is also subject to an aggregate annual premium threshold. “If the aggregate of annual premiums across non-unit-linked life insurance policies exceeds ₹5 lakh, the maturity proceeds are not tax-free,” says Singhania. The threshold does not apply to death benefits.

majority of your autonomy fund should be in high-growth equity. **The debt bucket (10-20%):** Keep a small portion in stable debt, such as the Employees Provident Fund or the Public Provident Fund. **The healthcare buffer (immediate priority):** Buy a comprehensive, independent health insurance policy now, while you are young and premiums are dirt cheap.

COMPILED BY SUNAINAA CHADHA

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PUBLIC ANNOUNCEMENT



VANS ELECTROENGINEERINGS LIMITED

Our Company was originally incorporated as a Private Limited Company in the name of “VANS Electroengineerings Private Limited” under the provisions of the Companies Act, 2013 vide Certificate of Incorporation dated on February 07, 2022 issued by the Registrar of Companies, Central Registration Centre, bearing CIN: U31900T22022PTC038141. Subsequently, our Company was converted into a Public Limited Company vide Special Resolution passed by the Shareholders at the Extraordinary General Meeting, held on May 06, 2026 and consequently the name of our Company was changed from “VANS Electroengineerings Private Limited” to “VANS Electroengineerings Limited” vide a fresh certificate of incorporation consequent upon conversion from private company to public company dated May 21, 2026 issued by the Registrar of Companies, Central Processing Centre, bearing CIN: U31900T22022PLC038141. Further, a Certificate of Registration of the Special Resolution Confirming Alteration of Object Clause(s) dated May 26, 2026 issued by the Registrar of Companies, Central Processing Centre bearing CIN: U27104TZ2022PLC038141.

Registered Office: Plot 17, SIDCO Women's Industrial Estate, Karuppur, Salem – 636011, Tamil Nadu, India;
Corporate Office: B-21, Scooter India Ancillary Estate, Nadarganj, Amausi, Lucknow – 226008, Uttar Pradesh, India;
Tel No: +91 9677114470/ +91 522 4558905; **E-mail:** cs@vanselectroengineerings.com ; **Website:** www.vanselectroengineerings.com
Contact Person: Ashutosh Pandey, Company Secretary & Compliance Officer
CIN: U27104TZ2022PLC038141

NOTICE TO INVESTORS

In reference to the Draft Red Herring Prospectus dated July 17, 2026 (“DRHP”) filed with SME Platform of BSE Limited (“BSE SME”), investors should note the following:

- Our Company has received intimation from Abhishek Saraff, Promoter of the Company, that he has transferred/sold 1,80,000 Equity Shares to certain individual/entity (*the “Secondary Transaction”*); the details of the transfer/sale are as follows:

S. No.	Date of Transfer	Name of Transferors	Nature of Relationship with Company	Name of Transferee	Nature of relationship with company	Nature of Transaction	Number of Equity Shares	Percentage of pre-issue share capital of the company	Transfer Price per Equity Share (₹)	Total Consideration (in ₹)
1	September 21, 2026	Abhishek Saraff	Promoter	Manu Agarwal	-	Secondary Sale	1,80,000	2.25%	118/-	2,12,40,000/-
Total							1,80,000	2.25%		2,12,40,000/-

- Please note that the Equity Share transferred pursuant to the Secondary Transfer, being the pre-issue equity share capital, shall be subject to Lock-in, in accordance with the terms of Regulation 238(b) and 239 of the SEBI (ICDR) Regulations, 2018.
- Further, except as disclosed in the table above and in the DRHP, the aforementioned transferee is not connected with the Company, Promoter, Promoter Group, Directors, Key Managerial Personnel, Group Company and the Directors and Key Managerial Personnel of our Group Company.

The above notice is to be read in conjunction with the DRHP. Further, the company will suitably update the relevant section in the Red Herring Prospectus and Prospectus to be filed with ROC and the Stock Exchange, to reflect the factual position pursuant to the Secondary Transfer as on the date of the Red Herring Prospectus and Prospectus.

BOOK RUNNING LEAD MANAGER TO THE ISSUE	REGISTRAR TO THE ISSUE
Hem Securities HEM SECURITIES LIMITED Address: 904, A Wing, Naman Midtown, Senapati Bapat Marg, Elphinstone Road, Lower Parel, Mumbai-400013, Maharashtra, India Tel. No.: +91- 22- 49060000; Email: ib@hemsecurities.com Investor Grievance Email: redressal@hemsecurities.com Website: www.hemsecurities.com Contact Person: Ajay Jain SEBI Regn. No. INM000010981	Bigshare Services Pvt. Ltd. BIGSHARE SERVICES PRIVATE LIMITED Address: S6-2, 6th Floor, Pinnacle Business Park, Next to Ahura Centre, Mahakali Caves Road, Andheri (East), Mumbai – 400093, India. Tel No: +91 22 6263 8200; Email: ipo@bigshareonline.com Investor Grievance ID: investor@bigshareonline.com Contact Person: Aniket Seebag Website: www.bigshareonline.com SEBI Registration No.: MB/INR000001385 CIN: U99999MH1994PTC076534

All capitalised terms used herein and not specifically defined shall have the same meaning as ascribed in the DRHP.

Place: Salem, Tamil Nadu
Date: September 22, 2026

Disclaimer: VANS Electroengineerings Limited is proposing, subject to applicable statutory and regulatory requirements, receipt of requisite approvals, market conditions and other considerations, to make an initial public offer of its Equity Shares and has filed the Draft Red Herring Prospectus dated July 17, 2026 on SME Platform of BSE Limited (“BSE SME”). The DRHP is available on the website of BSE at www.bseindia.com and is available on the websites of the BRLM at www.hemsecurities.com and the Website of the Company at www.vanselectroengineerings.com. Any potential investors should note that investment in equity shares involves a high degree of risk and for details relating to the same, please refer to the Draft Red Herring Prospectus including the section titled “Risk Factors” beginning on page 21 of the Draft Red Herring Prospectus.

The Equity Shares have not been and will not be registered under the U.S. Securities Act of 1933, as amended (the “Securities Act”) or any state securities laws in the United States, and unless so registered, and may not be issued or sold within the United States, except pursuant to an exemption from, or in a transaction not subject to, the registration requirements of the Securities Act and in accordance with any applicable U.S. State Securities laws. The Equity Shares are being issued and sold outside the United States in ‘offshore transactions’ in reliance on Regulation “S” under the Securities Act and the applicable laws of each jurisdiction where such issues and sales are made. There will be no public offering in the United States.

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