

# **Decoding Industries**

**Desk Research**

**Group No.4**



# Flow of Presentation



## Global Industry Overview



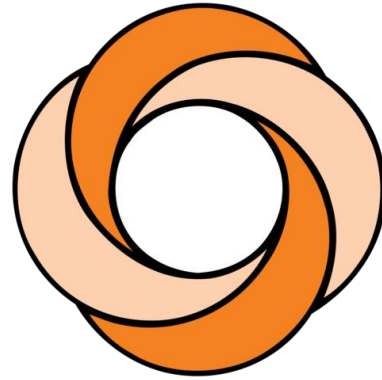
## Indian Industry Overview



## Company Overview



# Pharmaceutical Industry



**SUN**  
PHARMA



# Global Pharmaceutical Industry Overview

## Market Size

**\$1.5  
trillion  
market**

## Growth

**Expected to grow  
at 5-8% CAGR  
(2024-2028).**

## Key drivers

- **Aging population**
- **Chronic diseases**
- **Biologics**
- **AI in drug discovery.**

**Global Regulatory Authority  
World Health Organization (WHO)**

# Indian Pharmaceutical Industry Overview

## Market Position

**\$65  
Billion  
market**

**3rd  
largest by  
volume**

**14th  
largest  
by value**

**20% of global  
generic drug  
exports**

**60% of  
global  
vaccine  
production**

**Indian  
Regulatory  
Authorities**

- Central drugs standard control organization (**CDSCO**)
- Drug controller general of India (**DCGI**)
- Pharmacy council of India (**PCI**)
- Indian council of medical research (**ICMR**)



# Indian Pharmaceutical Industry Overview

## Key Growth Drivers

- Demographic Shift & Aging Population.
- Rising Demand for Biosimilars & Generics in Regulated Markets
- Increasing Medicine Consumption in Emerging Markets
- Government & Private Sector Support

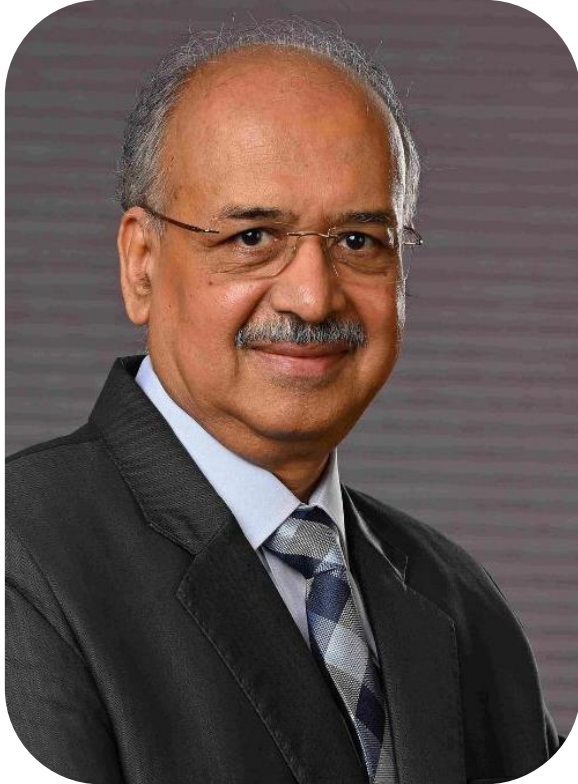


# Indian Pharmaceutical Industry Overview

## Impact of Budget 2025 on Pharma Industry

- **Healthcare Budget Up** – ₹98,311 Cr (+10%).
- **Customs Duty Exemptions** – 36 life-saving drugs, 37 more medicines added.
- **Cancer Care Centers** – 200 new centers in district hospitals.
- **Medical Tourism** – ‘Heal in India’ initiative with easier visas.
- **R&D Boost** – ₹20,000 Cr for pharma innovation.

# Sun Pharma – Company Overview



- **Founded:** 1983

- **Headquarter:** Mumbai, India.

- Largest Indian pharma company in the US.

- 4th largest global specialty generic pharma company.

**Dilip Shanghvi**

Managing Director of  
Sun Pharmaceutical Industries





# Sun Pharma – Company Overview



## Business Segments

- Generics (60%)
- Specialty (25%)
- OTC (5%)
- APIs (10%).

## Geographical Revenue Mix (FY24)

- India (32%)
- USA (33%)
- Emerging Markets (19%)
- ROW (16%)

## R&D Investment

- 7-8% of revenue spent on R&D, focusing on biosimilars, specialty drugs, and innovation.

# Key Players & Competitive Position



Company	Market Cap (INR Cr)	Key Markets	Specialty Focus
Sun Pharma	₹3.79Lakh Cr	US, India, ROW	Dermatology, Oncology
Cipla	₹1.14 Lakh Cr	India, US, Africa	Respiratory, HIV
Dr. Reddy's	₹93,987 Cr	India, US, Europe	Biosimilars
Lupin	₹91,811 Cr	India, US, Japan	Cardiovascular, Diabetes

# Sun Pharma – Company Overview



## Future Plans of Sun Pharma

- **Specialty Portfolio Expansion** – Focus on biologics, novel drugs, & global acquisitions.
- **Sustainability Initiatives** – Tree plantation, water conservation, & CSR healthcare programs
- **Innovation & R&D** – 6 new active substances in the pipeline, patient-centric drug focus.

# Sun Pharma – Company Overview



## Future Challenges

- **Regulatory & Compliance Risks** – Increased FDA scrutiny & global compliance challenges.
- **Patent Expirations & Price Pressure** – Generic competition impacting profit margins.
- **Supply Chain Risks** – Heavy dependence on China for APIs (~72% imports).

# References

- EY India - Union Budget 2025 Pharma Report
- Sun Pharma Annual Reports
- IBEF Pharmaceuticals Industry Report
- Financial Times - Pharma Sector & Policy Impact
- McKinsey & Company - Pharma Outlook
- Reuters - India Budget & Pharma Industry Analysis

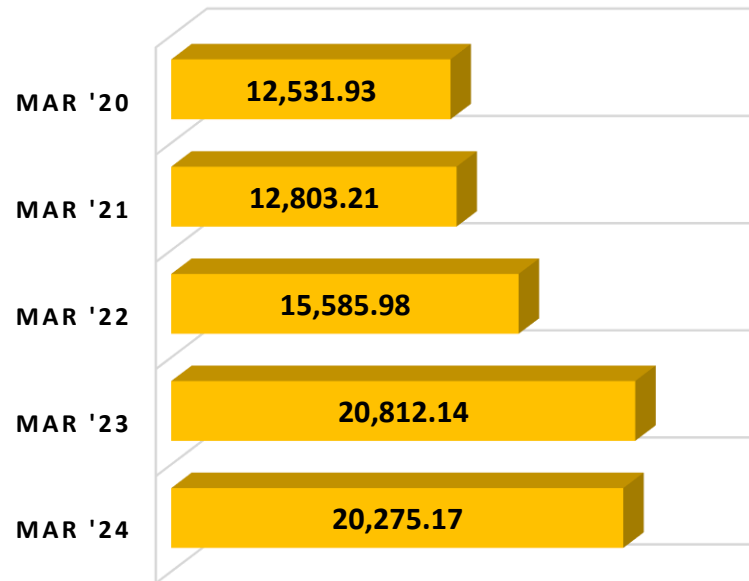


# Sun Pharmaceuticals Industries Ltd

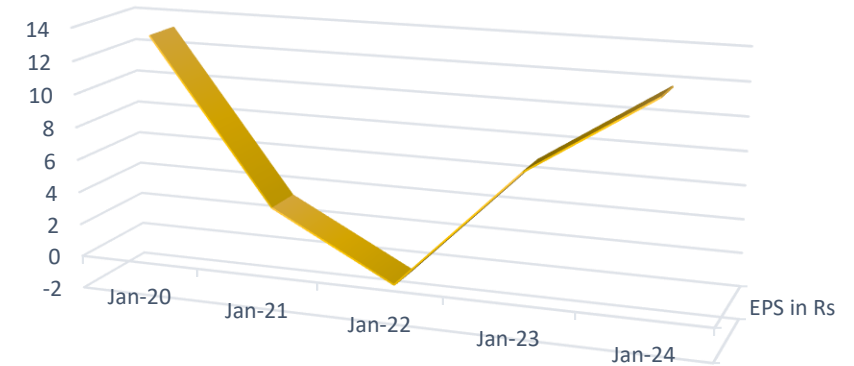


Particular	Value
Market Cap	₹ 3,79,513 Cr.
Current Price	₹ 1,582
High / Low	₹ 1,960 / 1,377
Stock P/E	32.2
Book Value	₹ 288
Dividend Yield	0.85%
ROCE	17.30%
ROE	16.70%
Face Value	₹ 1.00

## REVENUE CHARTS



## EPS Chart



## Share price chart of last 5 years



Particulars	Mar-21	Mar-22	Mar-23	Mar-24	Dec-24
Promoters	54.48%	54.48%	54.48%	54.48%	54.48%
FII's	11.67%	14.44%	16.88%	17.72%	18.04%
DII's	21.62%	20.02%	19.18%	18.71%	18.43%
Government	0.00%	0.00%	0.06%	0.11%	0.11%
Public	12.23%	11.06%	9.38%	8.97%	8.92%
No. of Shareholders	7,09,045	6,62,384	6,25,252	6,31,392	6,89,623

# Automobile Industry



**Mahindra**



**Mahindra &  
Mahindra**

# Global Automobile Industry Overview

## Market Size

**US \$ 2.4  
Trillion  
market**



## Growth

**Expected to grow  
at 7.8% CAGR  
from 2025 to 2034**

## Key drivers

- Technological Advancements
- Environmental Regulations & Sustainability
- Economic & Market Dynamics
- Changing Consumer Preferences
- Energy & Fuel Trends
- Government Policies & Incentives

# Indian Automobile Industry Overview

## Market Size

**US \$ 137.06  
Billion  
market**



## Growth

Expected to grow at  
**8.2% CAGR**  
from **2025** to **2030**

## Position

**4<sup>th</sup> Largest  
at Global by  
Production**

**Regulatory Bodies:** Ministry of Road Transport & Highways, Automotive Research Association of India, Central Pollution Control Board.

# Indian Automobile Industry Overview



## Key Growth Drivers

- Technological Advancements
- Electric Vehicle (EV) Adoption
- Government Policies & Regulatory Push
- Expansion of Financing & Leasing Options
- Localization & Supply Chain Strengthening
- Rising Demand for Personal & Commercial Vehicles



# Effect of Budget 2025 on Industry

## Key Points

- Financial and Technological Assistance
- Development of EV Ecosystem
- Enhancement of Consumer Purchasing Power
- Boost to Domestic Manufacturing
- Promotion of Electric Vehicles (EVs)

# Mahindra & Mahindra Auto – Company Overview



**Mr. Anand Mahindra**  
Chairman, Mahindra Group

- **Founded:** 1945

- **Headquarter:** Mumbai, India.

- **Fourth Largest Automobile manufacturer in Indian**

- **Mahindra is Largest Tractor Manufacturer in the world**



# Mahindra & Mahindra Auto – Company Overview



## Various Segments

- SUVs
- LCVs
- E.V. SUV
- Tractors
- Bus
- Truck
- Pickup

## Geographical Markets

- India
- USA
- South Africa
- Australia

## R&D Investment

- In FY 2023-24 M&M invested ₹2,765 crore in R&D activities, with ₹1,885 crore allocated to capital expenditure.
- **As a Percentage of Revenue:**  
In FY2023-24, M&M's R&D spending was approximately 3% of its revenue.

# Key Players & Competitive Position



Company	Market Cap (INR Cr)	Key Markets	Specialty Focus
Mahindra & Mahindra Auto	₹2.96 Trillion	India, South Africa, USA, Australia	SUVs & off-road vehicles
Maruti Suzuki	₹4.5 Trillion	India, Japan, Africa, South America	Affordable, Fuel Efficient, Small Segments Car
TATA Motors	₹2.28 Trillion	India, UK, Europe, Middle East	SUVs & EVs, Luxury & Performance
Hyundai	₹2.68 Trillion	South Korea, India, USA, Europe, China	Smart Cars, SUV & Sedan Market

# Future Plans



- 1. Investment & Expansion:** ₹37,000 crore investment (FY2025-27) in Auto, Farm, and Services sectors.
- 2. EV Growth:** New EV SUVs (BE 6e, XEV 9e) with 500+ km range; dedicated EV plant in Chakan.
- 3. Global Expansion:** Targeting markets like South Africa, Australia, and the Middle East with Global Pick Up.
- 4. Sustainability:** Carbon neutrality by 2040, solar power adoption, and green initiatives.
- 5. Leadership & Talent:** Mahindra Future Shapers program for leadership development.



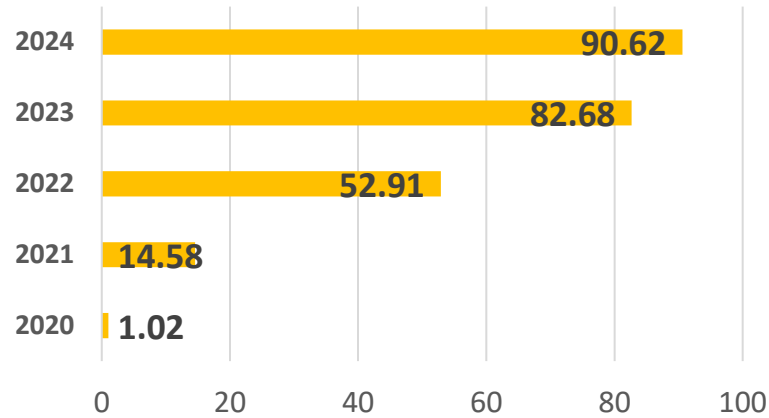
# Future Challenges

- EV Competition:** Strong competition from Tata Motors, Hyundai, and global EV brands.
- Supply Chain Issues:** Semiconductor shortages and rising raw material costs.
- Infrastructure Gaps:** Slow EV charging network expansion in India.
- Regulatory Uncertainty:** Changing government policies and emission norms.
- Global Market Risks:** Currency fluctuations, trade restrictions, and geopolitical uncertainties

# Reference

- Mahindra & Mahindra annual reports
- Bajajbroking.In
- Moneycontrol.Com
- Auto.Economictimes.Com
- Auto.Mahindra.Com
- Marketingmonk.So

## EPS CHART



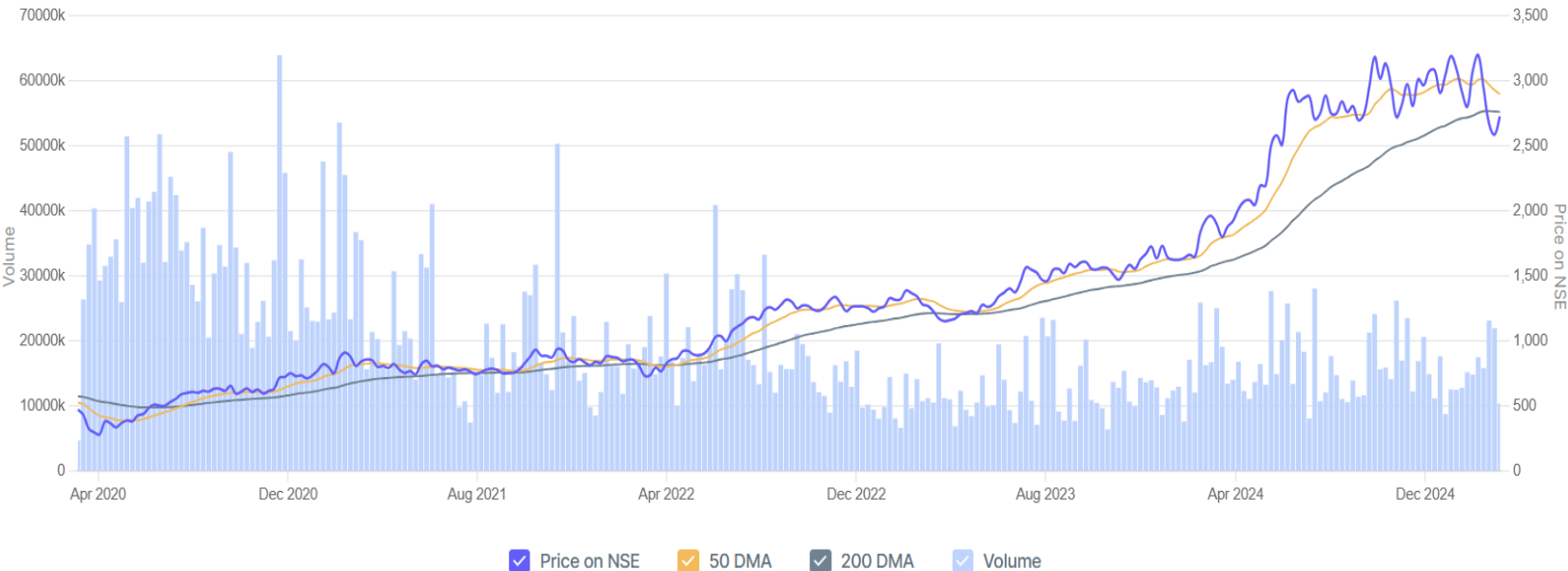
## COMPANY OVERVIEW

PARTICULARS	VALUE
Market Cap	₹ 3,38,970 Cr.
Current Price	₹ 2,727
High / Low	₹ 3,276 /1,789
Stock P/E	27.4
Book Value	₹ 567
Dividend Yield0	77 %
ROCE	13.6 %
ROE	18.4 %
Face Value	₹ 5.00

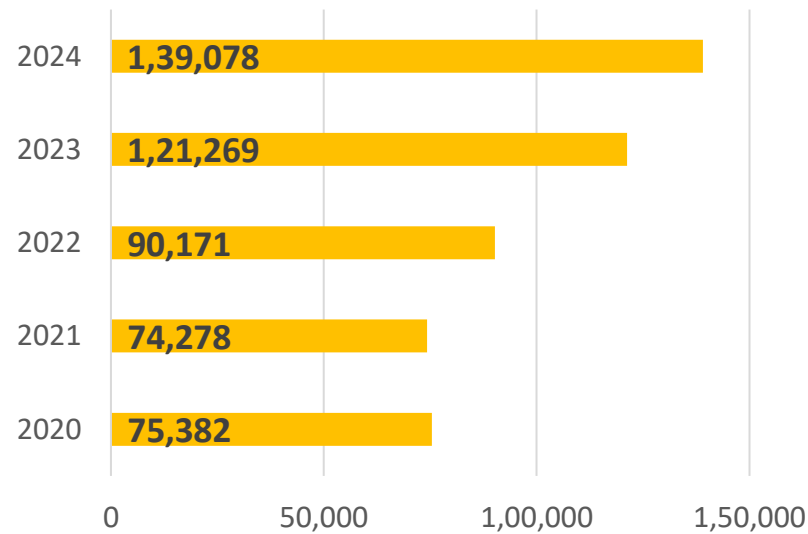
## SHAREHOLDING PATTERNS

	Mar-21	Mar-22	Mar-23	Mar-24	Dec-24
Promoters +	19.45%	19.47%	19.37%	18.58%	18.48%
FIIs +	38.93%	37.30%	39.24%	41.75%	38.92%
DIIs +	27.35%	28.78%	27.66%	26.13%	29.22%
Government +	0.24%	0.07%	0.07%	0.07%	0.07%
Public +	9.91%	10.40%	9.81%	9.70%	9.66%
Others +	4.12%	3.97%	3.85%	3.75%	3.63%
No. of Shareholders	4,44,750	6,32,816	6,47,141	7,21,672	8,55,175

## SHARE PRICE CHART OF LAST FIVE YEARS



## Revenue Chart



# Conclusion

**Thank  
You!**