

**The IBN SINA Pharmaceutical Industry Ltd.**

Current Price (June 16, 2016)	223.1
Total Number of Share (Mn)	22.5
Free Float (%)	53.2%
Annualized PE* – IBNSINA	34.4x
Trailing PE – IBNSINA	30.1x
Annualized PE – Pharmaceuticals & Chemicals	22.3x

\* Based on annualized earnings of 1Q 2016.

Financials (BDT Mn)**	2014	2015	1Q, 2016
Net Revenue	2,679	3,163	815
Gross Profit	1,069	1,266	360
Operating Profit	173	231	58
Net Profit After Tax	127	178	39
Total Assets	1,195	1,616	1,574
Total Equity	679	833	824

Growth (%)	2014	2015	1Q, 2016
Net Revenue	21.3%	18.1%	19.3%
Net Profit After Tax	46.0%	39.9%	59.2%

Per Share (BDT)	2014	2015	1Q, 2016
Restated EPS	5.7	7.9	1.7
Restated BVPS	30.3	37.1	36.7

Others	2014	2015	1Q, 2016
Gross Profit Margin	39.9%	40.0%	44.1%
Operating Profit Margin	6.4%	7.3%	7.1%
Net Profit Margin	4.8%	5.6%	4.8%
ROA	11.1%	12.7%	-
ROE	18.8%	23.5%	-
Stock Dividend	5.0%	10.0%	-
Cash Dividend	30.0%	25.0%	-

\*\* Accounting year January - December

3 Years' CAGR	Peers			
	IBNSINA	RENATA	BXPHARMA	SQURPHARMA
Net Revenue	16.3%	19.3%	11.8%	10.5%
NPAT	38.6%	16.6%	14.0%	18.2%

Source: Financial Statements of IBNSINA, RENATA, BXPHARMA and SQURPHARMA; Research, IDLC Investments Limited.

**Terminologies**

Free Float: % of total shares not owned by Sponsors/Directors, and Govt.

Annualized PE: Based on annualized earnings of the latest declared quarters

Trailing PE: Based on latest 12 months earnings

**Company Profile**

The IBN SINA Pharmaceutical Industry Ltd. (DSE: IBNSINA) is a concern of IBN SINA Trust which started its journey in 1983. The company was converted into a public limited company and then listed in DSE in 1989. Later on, it was also listed in CSE in 1996. IBNSINA is the manufacturer of pharmaceutical finished dosage form such as tablet, capsule, injections, sachet, liquid, pediatric drop, ointment and gel etc. The company sells majority of its product in local market, with small exposure to international market.

**Key Revenue Drivers & Company Insight**

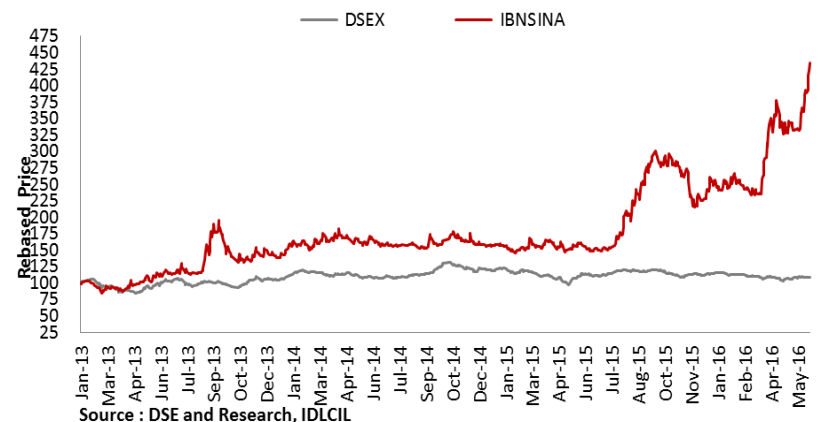
IBNSINA grew at a robust 19.7% in the top line in last two years. Organic demand or pharmaceuticals products as well as new product launches by the company, helped it attain growth that was higher than industry average. IBNSINA's product line is divided into two divisions: pharma division and natural medicine division. In the year of 2015, it expanded its product portfolio of both the divisions. The company launched 14 new products of 13 generics in pharma division and 7 new products in natural medicine division. During 2015, 98.7% of its net revenue came from domestic sales and the rest from export.

**Financial Performance**

During 2015, IBNSINA achieved a top line growth of 18.1% YoY. Its local revenue grew by 17.8% YoY, while its export revenue grew by 38.6% YoY. During the year, Gross Profit Margin (GPM), Operating Profit Margin (OPM) and Net Profit Margin (NPM) stood at 40.0%, 7.3% and 5.6%, respectively as against 39.9%, 6.4% and 4.8%, respectively in 2014. Incremental improvement in margins helped the company attain a robust bottom line growth of 39.9% YoY in 2015, which was 46.0% YoY in the year before.

During 1Q 2016, IBNSINA recorded a 19.3% YoY growth in net revenue. Improvement in the company's Operating Profit Margin than the same quarter of previous year helped it attain a robust growth of 59.2% in bottom line.

**Recently, the company reported Net Profit after Tax of BDT 39.0 Mn and EPS of BDT 1.7 in 1Q (January - March) 2016 as against BDT 24.5 Mn and BDT 1.1, respectively for the same period of previous year.**



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