

Pharmaceuticals

IPM: steady 11% growth in Jan-26

As per IQVIA, IPM recorded strong growth for Jan-26 at 11% YoY (vs 15% in Dec-25); units grew by 1.1% YoY (4.4% in Dec-25). Growth was led by CVS, anti-diabetes, CNS, VMN, and oncology segments, while growth in anti-infective, gastro, respiratory, derma, and pain grew at par or marginal below compared to IPM growth.

Therapy-wise performance for Jan-26:

- Overall chronic growth accelerated for Jan-26 to ~16% YoY, and the acute segment saw 9% growth.
- In chronic space, cardiac continues to drive IPM growth in Jan-26 at 16% YoY (+17% in Q3FY26), anti-diabetic at 16% (+16% in Q3FY26), led by continued traction from GLP-1 molecules (ex-Mounjaro growth was at 8% YoY), and CNS at +11% (+13% in Q3FY26).
- In acute, anti-infectives grew by 6% YoY (+4% in Q3FY26), gastro grew 7% YoY (+9% in Q3FY26), and VMN was up 13% YoY (+12% in Q3FY26).
- Other therapies: Respiratory grew 11% YoY (+12% in Q3FY26), derma was up 9% YoY (+9% in Q3FY26), pain was up 10% (+9% in Q3FY26), and oncology grew 34% YoY (+29% in Q3FY26).

Company-wise performance:

- Outperformers in Jan-26:** Dr Reddy's, IPCA, Lupin, Sun Pharma, Ajanta Pharma, Intas Pharma, and Pfizer.
- Underperformers in Jan-26:** Alembic, Eris, Emcure, FDC, Indoco, Mankind, Micro Labs, USV, and Abbott.
- At par with IPM in Jan-26:** Alkem, Cipla, Glenmark, Torrent Pharma, Zydus Life, Aristo Pharma, Macleods, Glaxo, and Sanofi.

Our view: IPM growth was steady at 11% YoY in Jan-26, largely led by price growth and traction in chronic therapies. Traction in GLP-1 therapy was led by Mounjaro (Eli Lilly). Within our coverage, Dr Reddy's, IPCA, Lupin, and Sun Pharma outperformed IPM; Eris and Mankind underperformed IPM; and Alkem, Torrent, and Zydus grew at par with IPM. For FY26, IPM is expected to see 8-9% YoY growth, driven by growth in chronic, recovery in acute, and new launches.

Exhibit 1: Coverage companies' performance

YoY growth %	FY20	FY21	FY22	FY23	FY24	FY25	H1'26	Q3'26	Dec'25	Jan'26
Value										
Alkem	17	0	28	13	5	6	8	9	12	10
Dr Reddy's	7	3	22	2	9	8	11	12	15	13
Eris Life	7	11	10	7	8	5	5	11	16	7
IPCA	19	11	22	14	13	13	8	13	15	16
Lupin	10	3	15	6	6	8	6	14	17	16
Sun Pharma	10	5	16	11	9	10	10	15	19	14
Torrent Pharma	8	8	11	14	8	8	9	12	15	11
Zydus	8	5	15	7	5	10	8	14	17	12
Mankind	13	11	18	9	8	8	8	8	12	9
IPM	11	5	18	8	7	8	8	12	15	11
Unit growth										
Alkem	10	(5)	21	3	(4)	0	(0)	(1)	0	(2)
Dr Reddy's	(2)	(4)	16	(6)	0	(2)	2	3	5	3
Eris Life	2	3	(1)	(3)	(5)	(3)	(7)	0	4	(0)
IPCA	8	(0)	12	1	2	2	1	3	7	6
Lupin	(3)	(10)	9	(3)	0	(0)	(4)	4	6	5
Sun Pharma	1	(3)	7	3	1	(0)	(0)	4	8	3
Torrent Pharma	(3)	(1)	2	0	(3)	(1)	(2)	(1)	2	(0)
Zydus	1	(7)	11	(6)	(6)	(2)	(2)	3	7	(1)
Mankind	5	5	8	2	0	1	1	1	5	2
IPM	3	(4)	12	(0)	(2)	(0)	(0)	2	4	1

Source: IQVIA, HSIE Research

Mehul Sheth

mehul.sheth@hdfcsec.com

+91-22-6171-7349

Divyaxa Agnihotri

divyaxa.agnihotri@hdfcsec.com

+91-22-6171-7362

Pharma & Healthcare: Sector Update

Exhibit 2: IPM – Company-wise performance

Value YoY growth %	FY20	FY21	FY22	FY23	FY24	FY25	H1'26	Q3'26	Dec'25	Jan'26
India Pharma										
Alkem	17	0	28	13	5	6	8	9	12	10
Alembic Pharma	6	1	23	8	4	1	1	2	5	-0
Cipla	8	11	14	7	8	7	7	11	14	11
Dr Reddy's	7	3	22	2	9	8	11	12	15	13
Eris Life	7	11	10	7	8	5	5	11	16	7
Glenmark	15	14	26	-4	9	12	13	16	18	12
IPCA	19	11	22	14	13	13	8	13	15	16
Lupin	10	3	15	6	6	8	6	14	17	16
Sun Pharma	10	5	16	11	9	10	10	15	19	14
Torrent Pharma	8	8	11	14	8	8	9	12	15	11
Zydus	8	5	15	7	5	10	8	14	17	12
Aristo Pharma	20	6	25	7	9	3	7	11	17	13
Ajanta Pharma	13	7	18	17	10	11	11	15	14	15
Emcure	12	4	22	2	3	6	5	6	10	4
FDC	14	-1	19	16	6	13	2	-0	6	-3
Intas Pharma	14	6	18	16	12	11	10	17	18	16
Indoco	14	-6	20	3	0	3	6	-0	9	-3
Macleods	10	-0	25	12	9	5	10	11	13	12
Mankind	13	11	18	9	8	8	8	8	12	9
Micro Labs	13	-2	37	4	2	3	3	5	10	8
USV	10	10	13	9	8	5	6	9	12	9
MNC Pharma										
Abbott	8	3	14	10	8	10	8	7	9	5
GSK Pharma	6	-1	14	7	1	1	3	11	13	12
Pfizer	6	6	12	-1	-5	8	7	19	28	15
Sanofi	11	4	11	5	0	4	6	14	12	13
IPM	11	5	18	8	7	8	8	12	15	11

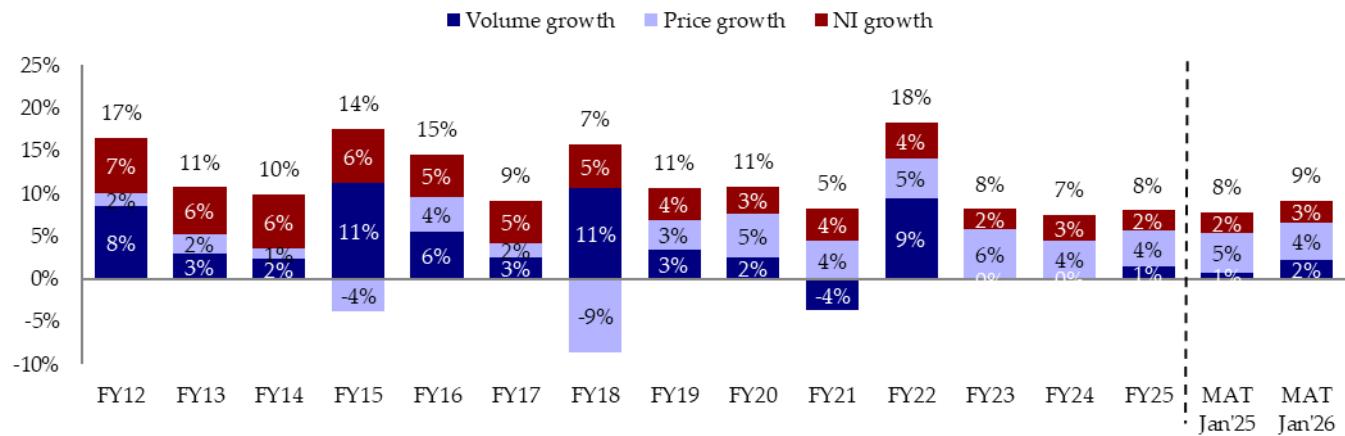
Source: IQVIA, HSIE Research

Exhibit 3: Therapy-wise performance: Cardiac, anti-diabetics, and oncology growth remain strong; steady growth in select acute therapies (VMN, Pain) and anti-infective was lower than IPM

Value YoY growth %	% FY25 share	FY20	FY21	FY22	FY23	FY24	FY25	H1'26	Q3'26	Dec-25	Jan-26
Cardiac	13%	12	13	11	9	10	12	12	17	19	16
Anti-Infectives	11%	13	(12)	35	6	3	5	5	4	8	6
Gastrointestinal	11%	9	6	17	12	7	10	4	9	12	7
Anti Diabetic	9%	12	9	7	7	6	8	9	16	18	16
Respiratory	8%	15	(8)	44	7	3	3	13	12	16	11
Pain / Analgesics	8%	12	(1)	22	12	8	8	6	9	13	10
Vitamins/Minerals/Nutrients	8%	10	11	16	4	7	8	7	12	16	12
Derma	7%	9	6	10	7	6	10	4	9	11	9
Neuro / Cns	6%	10	10	11	12	9	9	9	13	15	12
Gynaec.	5%	9	3	16	16	6	4	6	12	16	11
Antineoplast/Immunomodulator	3%	18	11	20	25	23	13	19	28	32	31
Urology	2%	14	5	18	17	14	14	10	14	17	11
Ophthal / Otologicals	2%	11	(2)	22	16	9	5	7	11	12	9
Hormones	2%	9	4	17	10	7	6	9	12	14	12
Vaccines	1%	7	5	4	(7)	16	9	12	20	22	18
IPM	100%	11	5	18	8	7	8	8	12	15	11

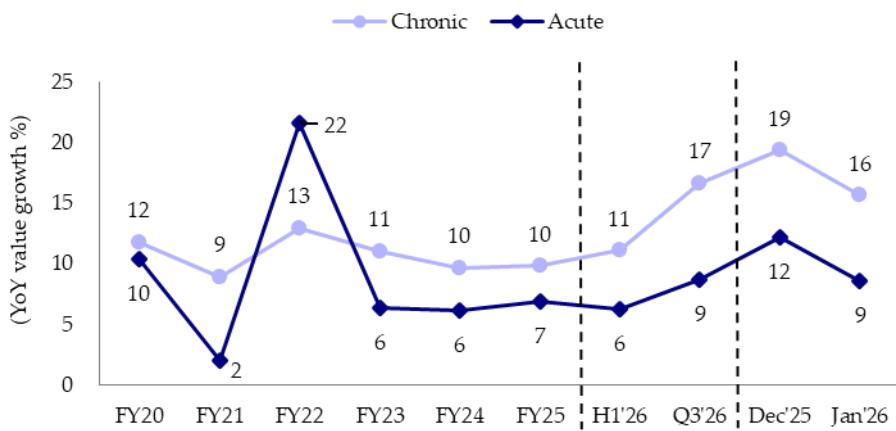
Source: IQVIA, HSIE Research

Exhibit 4: IPM growth drivers



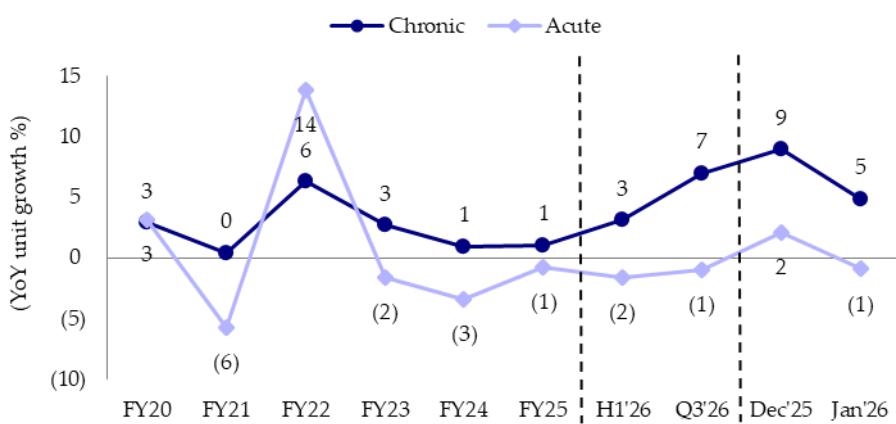
Source: IQVIA, HSIE Research

Exhibit 5: Chronic and acute value growth trend



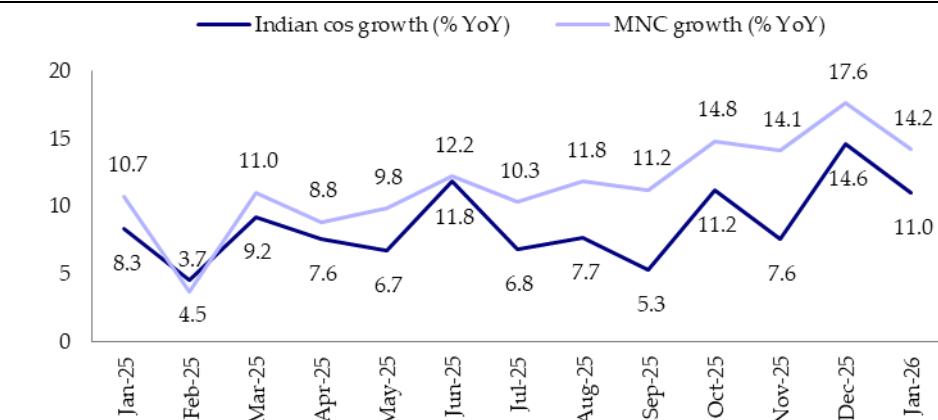
Source: IQVIA, HSIE Research

Exhibit 6: Chronic and acute unit growth trend



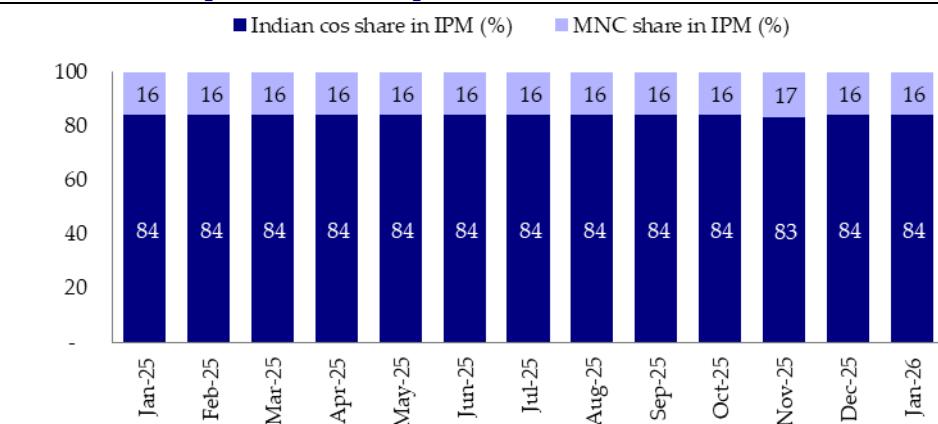
Source: IQVIA, HSIE Research

Exhibit 7: Indian companies grew by 11% YoY and MNC grew 14.2% YoY in Jan-26



Source: IQVIA, HSIE Research

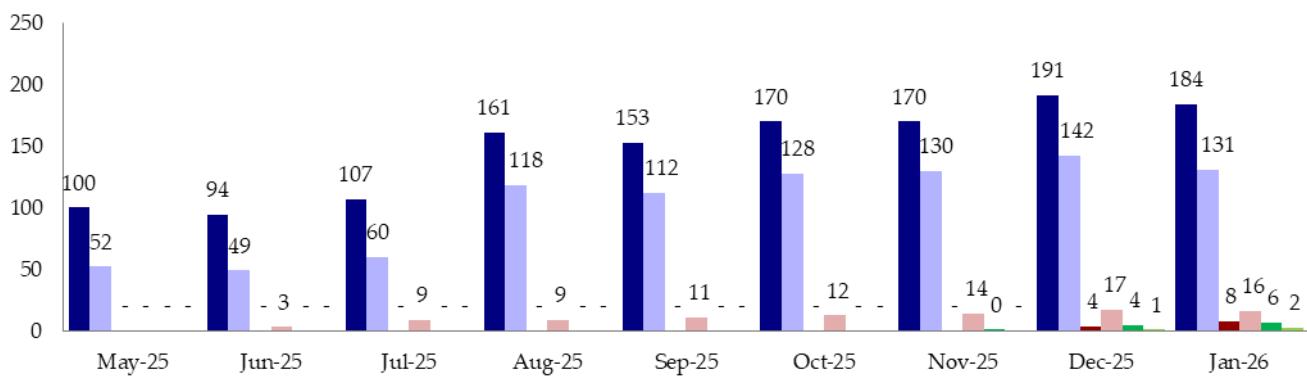
Exhibit 8: IPM split – Indian companies and MNC



Source: IQVIA, HSIE Research

Exhibit 9: Top brand in metabolic disease (Obesity and Type 2 diabetics; GLPs) – sales trend

■ GLP-1 Agonist therapy sales (INR cr) ■ Mounjaro ■ Ozempic ■ Wegovy ■ Yurpeak (Cipla) ■ Poviztra (Emcure)



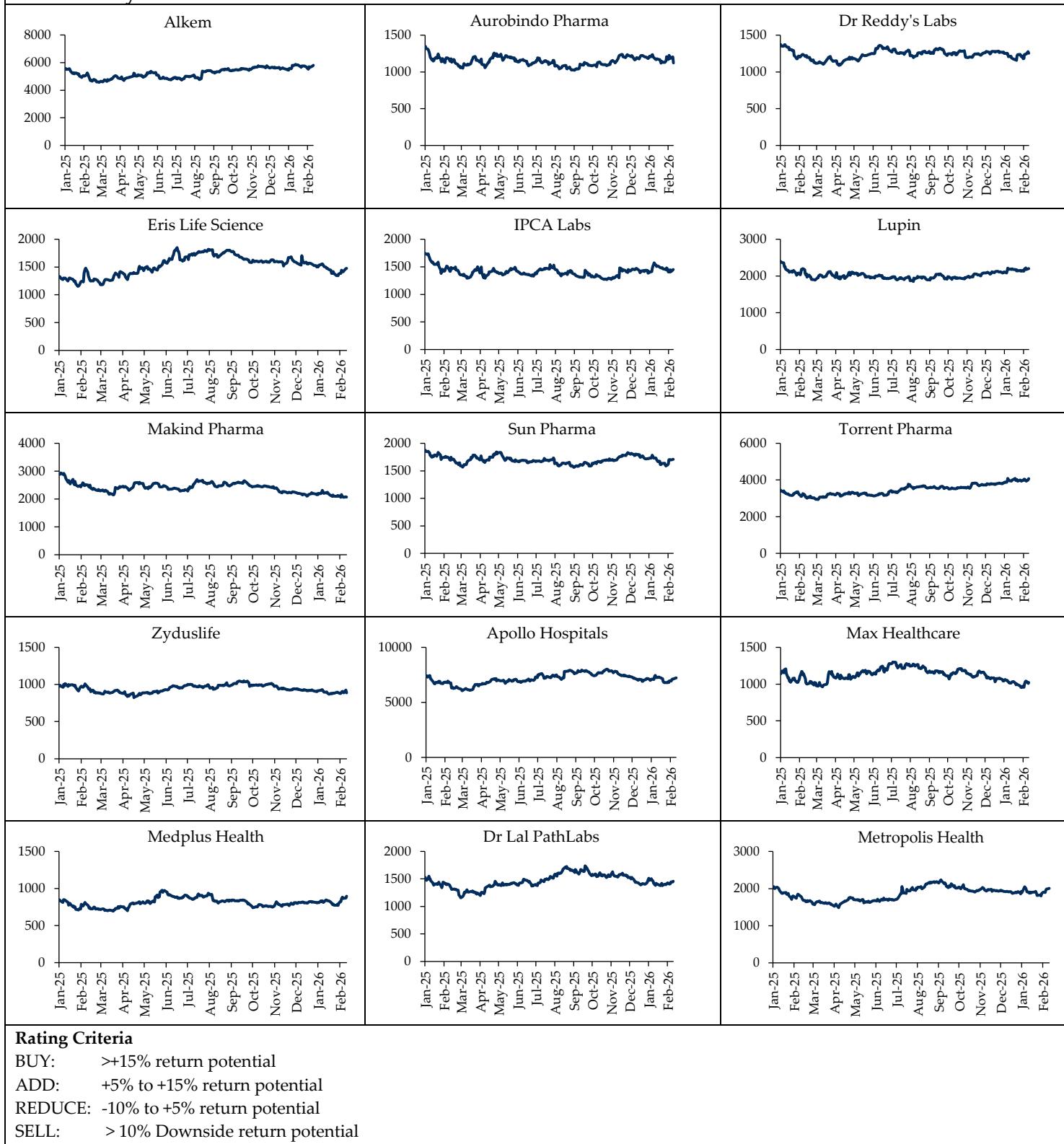
Source: IQVIA, HSIE Research

Exhibit 10: Market share data – key gainers and losers

Market share (value)	FY25 Rank	FY19	FY20	FY21	FY22	FY23	FY24	FY25	H1'26	Q3'26	Dec'25	Jan'26	FY22-FY25 (bps)
Gained market share													
Mankind	4	4.0%	4.1%	4.3%	4.3%	4.8%	4.8%	4.8%	4.8%	4.6%	4.7%	4.6%	53
Sun*	1	7.6%	7.5%	7.6%	7.4%	7.7%	7.8%	7.9%	7.9%	8.1%	8.2%	8.4%	49
Intas Pharma*	7	3.1%	3.2%	3.2%	3.2%	3.4%	3.6%	3.7%	3.7%	3.8%	3.8%	3.9%	48
Ipca Labs	17	1.5%	1.6%	1.7%	1.8%	1.9%	2.0%	2.1%	2.2%	2.1%	2.0%	2.0%	30
Eris Lifesciences*	23	1.1%	1.1%	1.1%	1.1%	1.3%	1.3%	1.3%	1.3%	1.3%	1.3%	1.3%	25
Abbott*	2	6.6%	6.4%	6.3%	6.0%	6.2%	6.2%	6.3%	6.4%	6.1%	6.1%	6.1%	22
Torrent Pharma*	8	3.4%	3.3%	3.4%	3.2%	3.4%	3.4%	3.4%	4.7%	4.5%	4.6%	4.6%	20
Fdc	26	1.0%	1.0%	1.0%	1.0%	1.1%	1.0%	1.1%	1.1%	0.8%	0.8%	1.0%	11
Macleods Pharma	9	3.2%	3.1%	3.0%	3.2%	3.3%	3.4%	3.3%	3.3%	3.3%	3.2%	3.2%	10
Ajanta Pharma	26	0.7%	0.7%	0.7%	0.7%	0.7%	0.8%	0.8%	0.8%	0.8%	0.8%	0.8%	9
Emcure*	14	2.0%	2.0%	2.0%	2.1%	2.3%	2.2%	2.2%	2.3%	2.2%	2.2%	2.2%	8
Dr Reddys Labs	10	3.1%	3.0%	3.0%	3.0%	3.0%	3.1%	3.1%	3.2%	3.2%	3.2%	3.2%	5
Cipla	3	5.5%	5.3%	5.7%	5.5%	5.5%	5.5%	5.5%	5.3%	6.0%	6.3%	6.0%	2
Alkem*	5	3.6%	3.8%	3.6%	3.9%	4.1%	4.0%	3.9%	4.0%	3.9%	3.7%	3.7%	1
Lost market share													
U S V	16	1.9%	1.9%	2.0%	1.9%	1.9%	1.9%	1.9%	1.9%	1.8%	1.8%	1.9%	(3)
Zydus Cadila*	12	3.0%	3.0%	3.0%	2.9%	2.9%	2.8%	2.9%	2.9%	2.9%	2.9%	2.9%	(4)
Lupin Limited	6	3.7%	3.7%	3.6%	3.5%	3.5%	3.4%	3.4%	3.4%	3.4%	3.5%	3.6%	(10)
Indoco*	29	0.7%	0.7%	0.7%	0.7%	0.6%	0.6%	0.6%	0.5%	0.5%	0.5%	0.5%	(11)
Aristo Pharma*	11	2.5%	2.7%	2.8%	2.9%	2.9%	2.9%	2.8%	2.8%	2.8%	2.7%	2.6%	(13)
Alembic	22	1.6%	1.5%	1.5%	1.5%	1.5%	1.5%	1.4%	1.3%	1.3%	1.3%	1.2%	(14)
Glenmark Pharma	15	1.9%	2.0%	2.2%	2.3%	2.0%	2.1%	2.1%	2.1%	2.3%	2.3%	2.3%	(16)
Micro Labs*	18	1.6%	1.6%	1.5%	1.8%	1.7%	1.6%	1.5%	1.5%	1.5%	1.4%	1.4%	(23)
Glaxosmithkline*	13	3.0%	2.9%	2.7%	2.6%	2.5%	2.4%	2.2%	2.1%	2.2%	2.2%	2.2%	(34)
Pfizer*	20	2.0%	1.9%	2.0%	1.8%	1.7%	1.5%	1.5%	1.2%	1.3%	1.4%	1.3%	(36)
Sanofi*	21	1.8%	1.8%	1.8%	1.7%	1.1%	1.0%	1.0%	0.8%	0.8%	0.8%	0.8%	(72)

Source: IQVIA, HSIE Research

Price history



Rating Criteria

- BUY: >+15% return potential
- ADD: +5% to +15% return potential
- REDUCE: -10% to +5% return potential
- SELL: > 10% Downside return potential

Disclosure:

We, **Mehul Sheth, MBA & Divyaxa Agnihotri, MSc** authors and the names subscribed to this report, hereby certify that all of the views expressed in this research report accurately reflect my views about the subject issuer(s) or securities. SEBI conducted the inspection and based on their observations have issued advise/warning. The said observations have been complied with. I also certify that no part of my compensation was, is, or will be directly or indirectly related to the specific recommendation(s) or view(s) in this report.

Research Analyst or his/her relative or HDFC Securities Ltd. does not have any financial interest in the subject company. Also Research Analyst or his relative or HDFC Securities Ltd. or its Associate may have beneficial ownership of 1% or more in the subject company at the end of the month immediately preceding the date of publication of the Research Report. Further Research Analyst or his relative or HDFC Securities Ltd. or its associate does have/does not have any material conflict of interest.

Any holding in stock – NO

HDFC Securities Limited (HSL) is a SEBI Registered Research Analyst having registration no. INH000002475.

Disclaimer:

This report has been prepared by HDFC Securities Ltd and is solely for information of the recipient only. The report must not be used as a singular basis of any investment decision. The views herein are of a general nature and do not consider the risk appetite or the particular circumstances of an individual investor; readers are requested to take professional advice before investing. This report may have been refined using AI tools to enhance clarity and readability.

Nothing in this document should be construed as investment advice. Each recipient of this document should make such investigations as they deem necessary to arrive at an independent evaluation of an investment in securities of the companies referred to in this document (including merits and risks) and should consult their own advisors to determine merits and risks of such investment. The information and opinions contained herein have been compiled or arrived at, based upon information obtained in good faith from sources believed to be reliable. Such information has not been independently verified and no guaranty, representation of warranty, express or implied, is made as to its accuracy, completeness or correctness. All such information and opinions are subject to change without notice. Descriptions of any company or companies or their securities mentioned herein are not intended to be complete. HSL is not obliged to update this report for such changes. HSL has the right to make changes and modifications at any time.

This report is not directed to, or intended for display, downloading, printing, reproducing or for distribution to or use by, any person or entity who is a citizen or resident or located in any locality, state, country or other jurisdiction where such distribution, publication, reproduction, availability or use would be contrary to law or regulation or what would subject HSL or its affiliates to any registration or licensing requirement within such jurisdiction.

If this report is inadvertently sent or has reached any person in such country, especially, United States of America, the same should be ignored and brought to the attention of the sender. This document may not be reproduced, distributed or published in whole or in part, directly or indirectly, for any purposes or in any manner.

Foreign currencies denominated securities, wherever mentioned, are subject to exchange rate fluctuations, which could have an adverse effect on their value or price, or the income derived from them. In addition, investors in securities such as ADRs, the values of which are influenced by foreign currencies effectively assume currency risk. It should not be considered to be taken as an offer to sell or a solicitation to buy any security.

This document is not, and should not, be construed as an offer or solicitation of an offer, to buy or sell any securities or other financial instruments. This report should not be construed as an invitation or solicitation to do business with HSL. HSL may from time to time solicit from, or perform broking, or other services for, any company mentioned in this mail and/or its attachments.

HSL and its affiliated company(ies), their directors and employees may; (a) from time to time, have a long or short position in, and buy or sell the securities of the company(ies) mentioned herein or (b) be engaged in any other transaction involving such securities and earn brokerage or other compensation or act as a market maker in the financial instruments of the company(ies) discussed herein or act as an advisor or lender/borrower to such company(ies) or may have any other potential conflict of interests with respect to any recommendation and other related information and opinions.

HSL, its directors, analysts or employees do not take any responsibility, financial or otherwise, of the losses or the damages sustained due to the investments made or any action taken on basis of this report, including but not restricted to, fluctuation in the prices of shares and bonds, changes in the currency rates, diminution in the NAVs, reduction in the dividend or income, etc.

HSL and other group companies, its directors, associates, employees may have various positions in any of the stocks, securities and financial instruments dealt in the report, or may make sell or purchase or other deals in these securities from time to time or may deal in other securities of the companies / organizations described in this report. As regards the associates of HSL please refer the website.

HSL or its associates might have managed or co-managed public offering of securities for the subject company or might have been mandated by the subject company for any other assignment in the past twelve months.

HSL or its associates might have received any compensation from the companies mentioned in the report during the period preceding twelve months from the date of this report for services in respect of managing or co-managing public offerings, corporate finance, investment banking or merchant banking, brokerage services or other advisory service in a merger or specific transaction in the normal course of business.

HSL or its analysts did not receive any compensation or other benefits from the companies mentioned in the report or third party in connection with preparation of the research report. Accordingly, neither HSL nor Research Analysts have any material conflict of interest at the time of publication of this report. Compensation of our Research Analysts is not based on any specific merchant banking, investment banking or brokerage service transactions. HSL may have issued other reports that are inconsistent with and reach different conclusion from the information presented in this report.

Research entity has not been engaged in market making activity for the subject company. Research analyst has not served as an officer, director or employee of the subject company. We have not received any compensation/benefits from the subject company or third party in connection with the Research Report.

Please note that HDFC Securities has a proprietary trading desk. This desk maintains an arm's length distance with the Research team and all its activities are segregated from Research activities. The proprietary desk operates independently, potentially leading to investment decisions that may deviate from research views.

HDFC securities Limited, I Think Techno Campus, Building - B, "Alpha", Office Floor 8, Near Kanjurmarg Station, Opp. Crompton Greaves, Kanjurmarg (East), Mumbai 400 042 Phone: (022) 3075 3400 Fax: (022) 2496 5066

Compliance Officer: Murli V Karkera Email: complianceofficer@hdfcsec.com Phone: (022) 3045 3600

For grievance redressal contact Customer Care Team Email: customercare@hdfcsec.com Phone: (022) 3901 9400

HDFC Securities Limited, SEBI Reg. No.: NSE, BSE, MSEI, MCX: INZ000186937; AMFI Reg. No. ARN: 13549; PFRDA Reg. No. POP: 11092018; IRDA Corporate Agent License No.: CA0062; SEBI Research Analyst Reg. No.: INH000002475; SEBI Investment Adviser Reg. No.: INA000011538; CIN - U67120MH2000PLC152193

Investment in securities market are subject to market risks. Read all the related documents carefully before investing.

Mutual Funds' Investments are subject to market risk. Please read the offer and scheme related documents carefully before investing.

Registration granted by SEBI, membership of BASL (in case of IAs) and certification from NISM in no way guarantee performance of the intermediary or provide any assurance of returns to investors.

HDFC Securities**Institutional Equities**

Unit No. 1602, 16th Floor, Tower A, Peninsula Business Park,
Senapati Bapat Marg, Lower Parel, Mumbai - 400 013
Board: +91-22-6171-7330 www.hdfcsec.com