Current Trends of M&As

in the pharmaceutical industry

"A lot of mergers and acquisitions in the pharma space have been happening at much larger scales, where turnovers are in four or five-digit crore rupees."

Varun Khanna, Co-Founder,

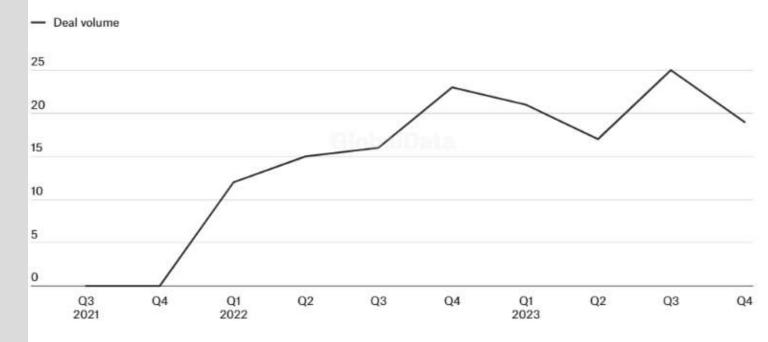
Fast&Up

In Q4 2023,

19 M&A deals were announced

\$7.4bn total worth





Source: GlobalData Pharma Intelligence Center

Some recent deals in the sector

Target	Acquirer	Acquirer Deal value (USD million)		Deal type
Women's Healthcare business, API business and OTC business	Cooper Consumer Health; IQuest Enterprises	6940	Oct, 2023	Asset Transaction
Glenmark Life Sciences	Nirma	Nirma 680 Sep, 2023		Acquisition
Aurobindo Pharma Ltd API Non-Antibiotic Business and API Antibiotic Business	Auro Pharma India	400	Feb, 2023	Asset Transaction
Royalties of GAVRETO	Royalty Pharma Plc	340	Jun, 2022	Asset Transaction
Famy Life Sciences	Viatris	280	Nov, 2022	Acquisition

Reasons of high M&As in the sector



Relatively **healthy balance sheet** of the companies



The want to consolidate their strength in certain areas or specialities



Create a strong **entry barrier** for new players.



Trend towards **consolidatio**n in healthcare and pharma



ACQUIRING FIRM

Sun Pharma

The Basics

Founded in: 1983

Founder: Dilip Shanghvi

Share Price: 1533.05 INR

Revenue: 2307CR (2023)

GEOGRAPHY

Headquartered in Mumbai, India. Operations spanning over 100 countries across 6 continents.

DOMAIN

Development, manufacturing, and marketing of generic drugs, branded generics, and active pharmaceutical ingredients (APIs).

EMPLOYEES

Approximately 42,000 employees globally (as of 2023).

FIRM TYPE

Public limited company, listed on the Bombay Stock Exchange (BSE) and National Stock Exchange (NSE) of India.



TARGET FIRM

Advanced Enzymes

The potential target

The Basics

Founded in: 1958

Founder: Shri Laxminarayan Rathi

Share Price: 358.60 INR

Revenue: 160.95CR

GEOGRAPHY

Based out of Maharashtra, the entity has client base in 45+ countries, with majority of revenus derived from India.

DOMAIN

The company specifically operates and expertise in the human nutritional segment in B2B Pharma sector. It is a unique company because, it create and provide only eco-friendly solutions

EMPLOYEES

250-500 employees are employed in India, with the global total ranging to 750.

FIRM TYPE

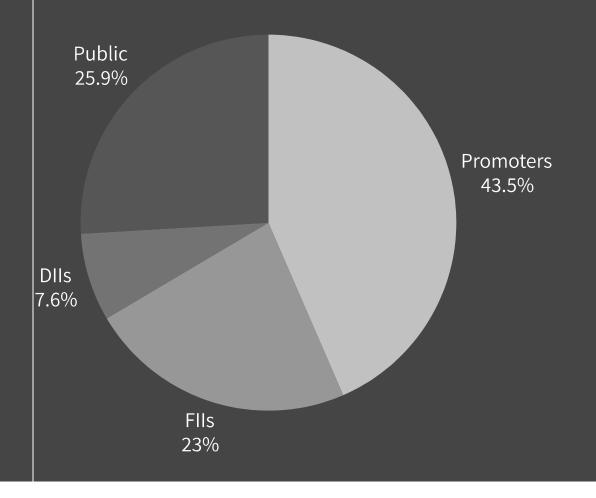
The company is classified as a public limited company and is listed on the National Stock Exchange.

Subsidiaries

- Advanced Enzymes USA (AEU)
- Cal-India Foods International (Doing Business as Specialty Enzymes and Biotechnologies)
- Advanced Supplementary Technologies Corporation (AST)
- Enzyme Innovation (EI)
- Dynamic Enzymes, Inc. (DEI) [merged into AST]
- Advanced Bio Agro Tech Limited (ABTL)
- JC Biotech Private Limited (JC Biotech)
- Advanced EnzyTech Solutions Limited (AESL)
- SciTech Specialties Private Limited (SciTech)
- Saiganesh Enzytech Solutions Private Limited
- Advanced Enzymes Europe B.V., Amsterdam (Netherlands) (AEE BV)
- evoxx technologies GmbH (evoxx)
- Advanced Enzymes (Malaysia) Sdn. Bhd (AEM)

The Shareholding Division

Listed at NSE



Key Shareholders

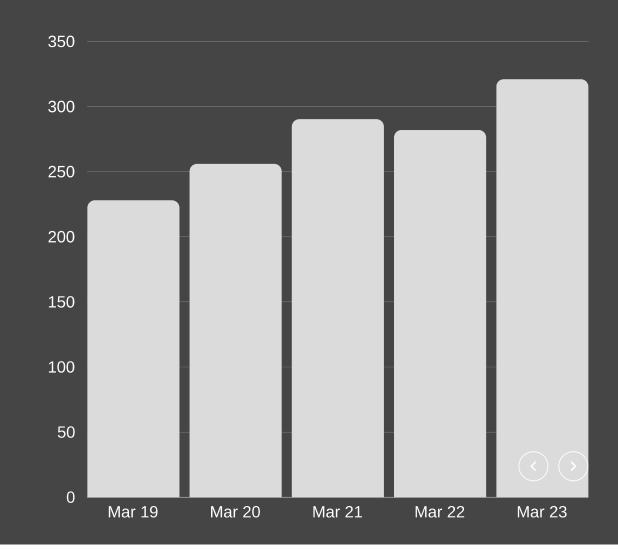
Vasant Rathi	39%
OrbiMed Advisors LLC	12%
Nalanda Capital Pte Ltd	8.9%

Annual Revenue Growth

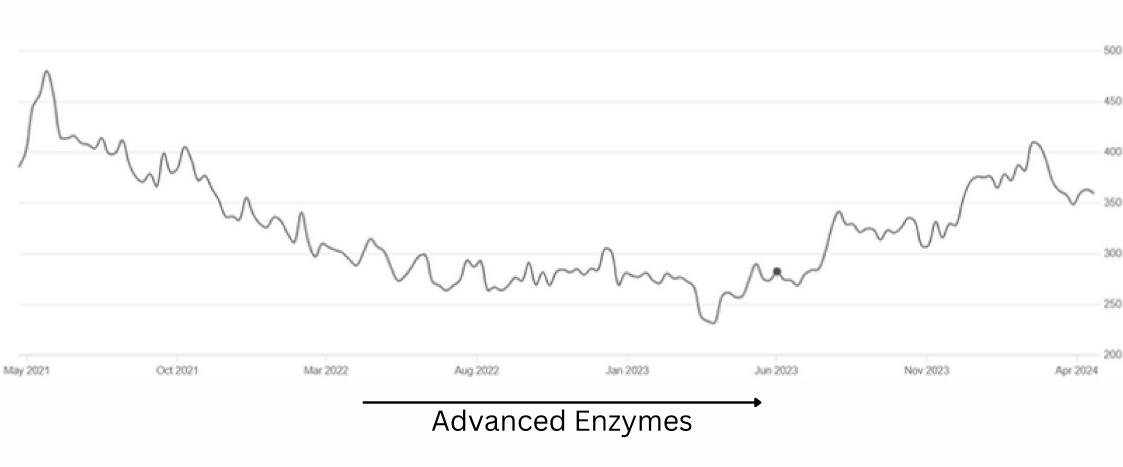
Growth trajectory

VARIOUS FINANCIAL PARAMETERS

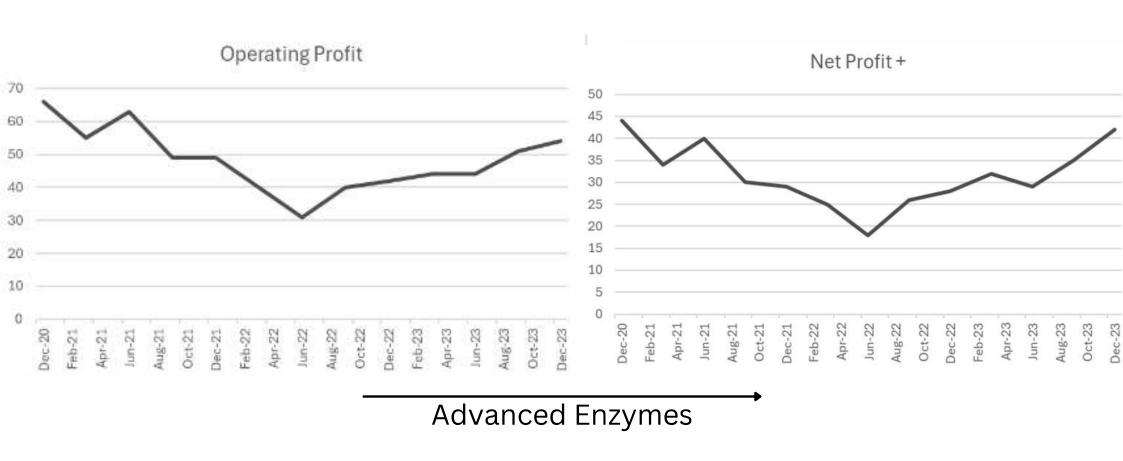
The different parameters



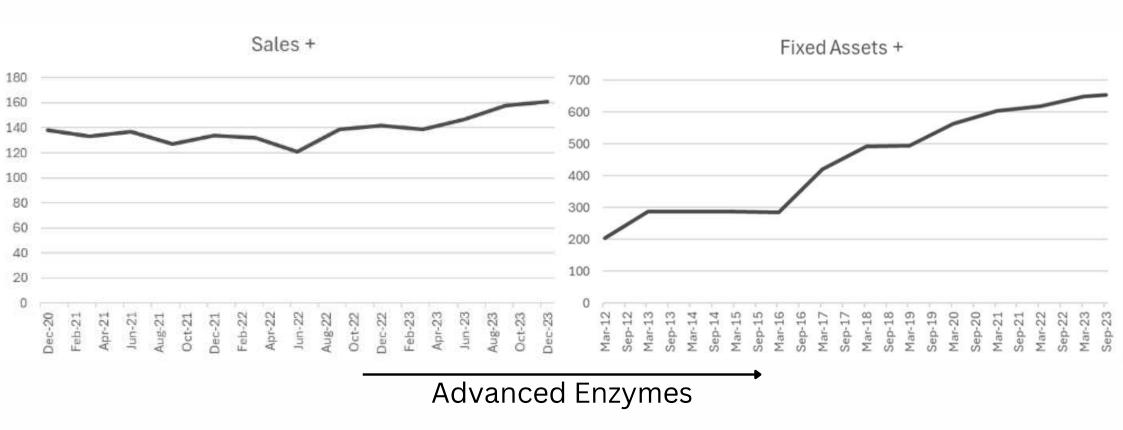
Quarterly Overview of Stock Prizes



Profit over the quarters (in Cr Rs.)



Growth over the years (in Cr Rs.)



Synergies of the Acquisition

Market Access



Utilize Sun Pharma's strong global presence and established distribution channels. Accelerate growth and adoption of Advanced Enzymes' products in new markets.

Vertical Integration



Sun Pharma gains a strategically valuable, in-house source of enzymes, a critical ingredient in many pharmaceutical formulations thus streamlining Sun Pharma's supply chain

Manufacturing Optimization



Leverage Sun Pharma's extensive manufacturing facilities and global supply chain network. Efficient production and distribution of Advanced Enzymes' products, leading to cost savings.

Fast-Track B2C Entry



AE gains immediate access to Sun Pharma's established B2C distribution network and marketing expertise. This accelerates AE's plans to enter the B2C market for probiotics, nutraceuticals

Synergies of the Acquisition

Product Portfolio Diversification



Access to Advanced Enzymes' enzyme-based products, industrial enzymes, biocatalysts. Diversification into new therapeutic areas and applications.

R&D Synergies



Combine Sun Pharma's pharmaceutical expertise with Advanced Enzymes' enzyme research capabilities. Enable development of innovative drug delivery systems, biocatalysts, and diagnostics.

Knowledge Sharing



Bring together talent and expertise in enzyme engineering, fermentation technology, biocatalysis. Foster collaboration and drive innovation in product development and process optimization.

Cross-Selling Opportunities



Sun Pharma can offer Advanced Enzymes' products to its pharmaceutical customer base. Advanced Enzymes can offer Sun Pharma's products to its biotechnology and enzyme customers



Possible Limitations

Cultural Integration Challenges

Aligning different organizational cultures, values, and work practices. Ensuring a smooth transition for employees from both companies.

Regulatory Hurdles

Obtaining approvals for the combined product portfolio in different regulatory environments. Navigating varying regulations in pharmaceutical and biotechnology sectors.

Integration Costs

Significant expenses related to restructuring, legal fees, and integration efforts. Straining financial resources and impacting profitability in the short term.



Possible Limitations

Talent Retention

Retaining key personnel and subject matter experts from Advanced Enzymes. Addressing concerns about job security and cultural fit.

Market Dynamics

Adapting to different competitive landscapes, customer preferences, market dynamics. Developing new strategies for the enzyme and biotechnology markets.

Diversion of Management Attention

Acquisition and integration efforts diverting focus from core pharmaceutical business. Potentially impacting performance in the short term.

Valuation analysis of Advanced Enzymes

DCF Valuation (Base Case)

Sales growth rate = 13%, EBITDA growth rate = 21%

(INR in million)	a, Financial Year M	arch 31)										
Operating Scen	nario											
				Historical Period		CAGR			Forecasted Period			
			2021	2022	2023	('21- '23)	2024	2025	2026	2027	2028	
Sales			5,290,800,000	5,406,400,000	6,047,700,000	4.9%	6,833,901,000	7,722,308.130	8,726,206,107	9,860,615,251	11,142,495,234	
% growth				- 2	- 11	13%						
AGTIBS			2,010,000,000	1,560,000,000	1,930,000,000	21%	2,335,300,000	2,625,713.000	3,419,112,730	4,137,126,403	5.005.922.948	
Depreciation & A	Amortization		349,800,000	350,300,000	374,100,000		425,002,857	495,516,486	576,272,963	665,661,911	774,640,268	
TIBS			1,660,200,000	1,209,700,000	1,655,900,000		1,909,997,143	2,330,196,514	2,642,839,747	3,468,264,492	4,231,282,660	
Танев			470,000.000	365,200,000	460,000,000	30% tax rate assumed	572,999,143	699,058,954	862,861,924	1,040,479,348	1,269,384,804	
E8IT(1-T)			1,190,200,000	844,500,000	1,095,900.000	22%	1,336.998.000	1,631,137,560	1,989,987,823	2,427,765,144	2,961,897,876	
Plus: Depreciation	on & Amortization		349,800,000	350,300,000	374,100,000	-1 -1 -1 -1	425,302,857	495,515,486	576.272.963	665.051,911	774,640.268	
Less: Capital Ex	genditures		(194,500,000)	(281,200,000)	(381,100,000)	7% of sales	478,373,070	540.561.569	610,634,573	690,243,068	779,974.866	
Less Inc./(Dec.)) in Net Working Cap	pital	711400000.0	-819000000.0	-3696000000.0	Net working supital = 15% of	(117,930,150)	(130,261,070)	(150,585,009)	(170,161,060)	(192.281.997)	
Net working cap	ritel											
Unlevered Free	Cash Flow						2,122,743,77	2,503,954,54	3,826,518,37	2,616,729,06	4,324,230,61	
WACC			16.76%									
Discount Perio							1.0	2.0		4.0		
Discount Facts							0.858	0.734		and the State of Stat	Control of the Contro	
Present Value	of Free Cash Flov	V					1,818.040.234	1,650.705.772	1.901,340.536	1,945,955,630	1,992,684,008	
		10000	luffer.									
	٧	ACC Calcu	Mation									
Risk Free rate o	of Return -Rf	7.1%	8412		0.60							
Risk Premium -	- Rm-Rf	12%	Cost of deat pos	r sax-Ko								
Weight of Debt	-Wd	0%	Weight of Equity	-VVIII	100%							
Cost of Equity-	CAPM	16.76%										
Cost of Capital-	-WACC	16.76%										

DCF Valuation (Base Case)

Equity Value and Share	Price				
Enterprise Value	22,980,991,840				
Less: Total Debt	120,000,000				
Less: Noncontrolling Interest	345,000,000				
Plus: Cash and Cash Equivalents	94,500,000				
Implied Equity Value	22610441840				
Fully Diluted Shares Outstanding	111,800,000				
Implied Share Price	202.2				

Sensitivity Analysis (Base Case)

	Sensitivity	y Analysis	4										
			Enterprise	Value with exit	nultiple					Implied Perpets	ity Growth Rate	0	
		5-5-5		Exit Mul	tiple	1200	11			1500	Exit Multiple		
	22980991840.0	6.5	7.0	7,6	8.0	8.5		0.51%	6.5	7.0	7.5	8.0	8
	15.5%	27799644864.8	29206101117.0	30612557369.3	32019013621.6	33425469073.9		15.5%	2.2%	3.2%	4.0%	4.7%	. 57
	16.0%	27486437010.6	28868000351.1	30251163691.5	31633527931.9	33015890372.3		16.0%	2.7%	3.7%	4.5%	5.2%	5.1
	16.5%	27179907178.2	28530691300.8	29897475423.3	31256259545.9	32615043668.4		16.8%	3.2%	4.2%	5.0%	5.7%	6.3
	17.0%	26879885232.3	28215598743.6	29951299255.0	200817001764-2	32222707277.6		17.0%	3.7%	4.7%	5.5%	6.2%	. 61
ACC	17.5%	26586286873.2	27899328879.9	29212435686.7	30525550493.5	31838665300.2	WACC	17.5%	42%	5.2%	6.0%	6.7%	7.
				Equity Value									
				Exit Mul	tiple								
	22610441840.0	6.5	7.0	7.6	8.0	8.5							
	15.5%	27429144864.8	28835601117.0	30242057369.3	31648513621.6	33054969873.9							
	16,0%	27115937010.6	28498300351.1	29880663691.5	31263027031.9	32645390372.3							
	16.5%	26809407178.2	25168191300 8	29626975423.3	30855759545.9	32244543668.4							
	17.0%	26509385232.3	27845090743.0	29100796255.0	30510501760.3	31852207277.6							
LCC	17.6%	26215706073.2	27528820879-9	28841935686.7	30155050493.5	31468165300.2							

DCF Valuation (Best Case)

Sales growth rate = 18%, EBITDA growth rate = 25%

(INR , Financial Year March 31)									
Operating Scenario									
	Historical Period		CAGR			7	orecasted Perio	đ	
	2021	2022	2023	("21- "23)	2024	2025	2026	2027	2028
Sales	5,293,800,000	5,406,400,000	6,047,700,000	4.9%	7,136,286,000	8,420,817,480	9,936,564,626	11,725,146,259	13,835,672,586
% growth		2	- 11	18%					
EBITDA	2,010,000,000	1,560,000,000	1,930,000,000	25%	2,412,500,000	3,015,625,000	3,769,531,250	4,711,914,063	5.889,892,578
Depreciation & Amortization	349,800,000	350,300,000	374,100,000		502,502,857	685,428,486	926,691,503	1,243,649,571	1,658,609,898
EBIT	1,660,200,000	1,209,700,000	1,555,900,000		1,909,997,143	2,330,196,514	2.842,839,747	3,468,264,492	4.231.282,680
Taxes	470,000,000	365,200,000	460,000,000	30% tax rate assumed	572,999,143	699,058,954	852,851,924	1,040,479,348	1,269,384,804
EB(T(1-T)	1,190,200,000	844,500,000	1,095,900,000	22%	1,336,998,000	1,631,137,560	1,989,987,823	2,427,785,144	2,961,897,876
Plus: Depreciation & Amortization	349,800,000	350,300,000	374,100,000		502,502,857	685,428,486	926,691,503	1,243,649,571	1,658,609,998
Less: Capital Expenditures	(194,500,000)	(281,200,000)	(381,100,000)	7% of sales	499,540,020	589,457,224	695,559,524	820,760,238	968,497,081
Less: Inc /(Dec.) in Net Working Capital	-711400000.0	-819300000.0	-369600000 0	Net working capital = 15% of	(163,287,900)	(192,679,722)	(227,362,072)	(268,287,245)	(316,578,949)
Net working capital									
Unlevered Free Cash Flow					2,175,752,97	2,713,343,54	3,384,876,77	4,223,987,78	5,272,425,90
WACC	16.76%								
Discount Period					1.0	2.0	3.0	4.0	5.0
Discount Factor					0.856	0.733	0.628	0.538	0.461
Present Value of Free Cash Flow					1,803,373,343	1,990,147,974	2.126.247,123	2.272.351.900	2,429,192,573

DCF Valuation (Best Case)

Equity Value and Share	Price
Enterprise Value	26,524,353,902
Less: Total Debt	120,000,000
Less: Noncontrolling Interest	345,000,000
Plus: Cash and Cash Equivalents	94,500,000
Implied Equity Value	26153853902
Fully Diluted Shares Outstanding	111,800,000
Implied Share Price	233.9

Sensitivity Analysis (Best Case)

	Sensitivity	/ Analysis)										
			Enterprise	Value with exit r	nuitiple					Implied Perpetu	ity Growth Rate		
				Exit Mul	tiple		- 1				Exit Multiple		
	29524353901.6	6.5	7.0	7.5	8.0	8.5		13.34%	6.5	7.0	7.5	8.0	8.5
- 1	15.5%	32193907545.0	33848722516.8	35503537488.5	37158352408.3	38813167432.0		15.5%	1.7%	2.7%	3.6%	4.3%	5.01
	16.0%	31875391961.6	33451859588.8	30078327200.0	36704794819.2	38331262438.4		16.0%	2.2%	3.2%	4.159	4.8%	5.51
	16.5%	51464733636.8	33063458307.9	34062182979.0	36369997608.1	37859632321,3		16,5%	2.7%	3.7%	4.0%	5.3%	6.01
	17.0%	31111732391.9	32683303121.1	34254873850.3	35826444579.5	37390015300.7		17.0%	3.2%	4.2%	5.1%	5.0%	6.51
cc	17.5%	38766193973.1	32311184823.9	33856175674.8	35401166525.6	36946157376.5	WACC	17,5%	3.7%	4.7%	5.6%	6.3%	7.01
				Equity Value									
				Exit Mul	tiple								
- 1	26153053902.0	6.5	7.0	7.5	8.0	8.5							
	15.5%	31823407545.0	33478222516.8	35133037488.5	36787852460.3	38442667432.0							
	16.0%	31454891961.6	33081359580.8	347078272000	36334294819.2	37960762438.4							
	16.5%	31094233636.6	32692958307.0	34291682979.0	35890407650.1	37489132321.3							
	17.0%	30741232391.9	32312803121.1	33884373850 3	35455944579.5	37027515308.7							
cc	17.6%	30395693973.1	31940584823.9	33485675674.8	35030666525.6	36575657376.5							

Important Calculations

$$EV = \left[\frac{Operating\ Income}{WACC} + (Exit\ Multiple \times Terminal\ Value) \right]$$

Operating Income - EBIT; WACC - Weighted Average Cost of Capital; Exit Multiple - Multiple used to estimate the terminal value of a company at the end of the projection period Terminal Value - Value of a company at the end of the explicit forecast period

WACC =
$$\frac{E}{V} \cdot K_e + \frac{D}{V} \cdot K_d (1 - T)$$

E = Market value of the company's equity

D = Market value of the company's debt

V=E+D = Total market value of the company (equity plus debt)

Ke = Cost of equity

Kd = Cost of debt

T = Corporate tax rate

Corporate tax shield ki wajah se (1-T) hua hai

$$K_e = R_f + \beta . (R_m - R_f)$$

Rf = Risk-free rate

Rm = Market rate of return

 $\boldsymbol{\beta}$ - measure of a stock's volatility in relation to the overall market

Kd - yield to maturity (YTM) of the company's existing debt or the interest rate the company would pay on new debt issuances

Important Calculations

https://corporatefinanceinstitute.com/resources/financial-modeling/dcf-terminal-value-formula/

Implied Equity Value = EV - Total Debt - Non-Controlling Interest + Cash and Cash Equivalents

 $Implied\ Perpetuity\ Growth\ Rate = WACC - \frac{\textit{Terminal Year Free Cash Flow}}{\textit{Terminal Value}}\ \ \text{(using exit value approach)}$

Enterprise Value with Exit multiple = Present Value of Terminal Value + Total Value \underline{Of} NPV of Cash flows

Niche asli waale likh rha

$$TV = (FCFn x (1 + g)) / (WACC g)$$

Relative valuation

		Market Data			Financia	il Data			Valua	tion	
	Stock Price	Market Cap	EV	Salos	EBITDA	EBIT	Earnings	EV/Sales	EV/EBITDA	EVIEBIT	P/E
Company Name					17				×	X	×
Advanced Enzyme	363.65	40,603,300,000	39,731,500,000	6,047,412,481	2,315,355,478	1,970,808,532	1,400,113,793	6.6x	17.2x	20.2x	29.0x
Zydus Lifesci.	965	968,148,000,000	960,996,000,000	190,296,237,624	51,666,451,613	44,367,313,019	32,707,702,703	5.1x	18.6x	21.7x	29.6x
Cipla	1399.55	1,127,730,300,000	1,125,540,100,000	253,500,022,523	67,803,620,482	56,730,851,815	39,486,355,042	4.4x	16.6x	19.8x	28.6x
Indo US Bio-Tech Ltd	230	4,612,000,000	4,726,100,000	751,367,250	125,995,734	117,389,468	98,190,334	6.3x	37.5x	40.3x	47.0x
Agri-Tech (India) Ltd	207	1,228,100,000	1,234,300,000	135,191,676	82,672,472	82,617,135	81,277,300	9.1x	14.9x	14.9x	15.1x
Average								6.3x	21.0x	23.4x	29.8x
Median								6.3x	17.2x	20.2x	29.0x

Performing a relative valuation for Advanced Enzymes presents unique challenges due to the absence of directly comparable companies in the market. Traditional methods like comparing multiples such as Price-to-Earnings (P/E) or EV to EBIT ratios against industry peers will not provide meaningful insights.

		EPS Accretive/Dilu	tive Deal Calculation	on								
INPUT DATA		Scenario 1	Scenario 2	Scenario 3	Scenario 4	Scena	rio 5	Scena	rio 6			
(figures in INR)	SUN Pharma	Advanced Enzyme										
		No Premium				Premium offered per Share		50% cash + 50% stock				
						18.25		payment				
Share price before announcement of M	1607.90	365.00	365	365.00	365	383	402	383	402			
Net Operating Income	90923500000.00	3112800000.00	3112800000.00	3,112,800,000	3,112,800,000	3,112,800,000	3,112,800,000	3,112,800,000	3,112,800,00			
Earning per share-EPS	38	28	28	28	28	28	28	28	28			
Price/earning -P/E ratio	43	13	13	13	13	14	14	14	14			
Number of shares outstanding	2403571429.00	111,800,000	111,800,000	111,800,000	111,800,000	111,800,000	111,800,000	111,800,000	111,800,000			
Increase in Net income due to synergy	gains				1,000,000,000	(14)			-			

Scenario-1			
Acquirer acquires target firm at Market pri	ce and pays through st	ock	
P/E ratio of Target > P/E ratio of Acquirer			
Exchange ratio more than one			
	Acquirer	Target	Post M&A
Share price before announcement	1,608	131	
P/E ratio	43	. 273	
EPS Next year	38	12	39
Shares outstanding	2,403,571,429	249,400,000	2,423,890,727
Net Income next years	90,923,500,000	3,112,800,000	94,036,300,000
Equity Offer value(No. of shares X Offer pric	e)	12	32,671,400,000
Exchange ratio (Price of Target/Price of Acq	0.08		
New shares issued to Target Firm SHs	20,319,298		45
Total shares Of combined firm, Post M&A		90	2,423,890,727
Net Income of combined firm post M&A			94,036,300,000
EPS of combine firm post M&A	4.3	***	39
EPS of Acquirer firm Before M&A	3	10	38
Accretion(dilution) % to Acquirer post M&A	8	8	0.03

Scenario-2			
Acquirer acquires target firm at Market pri	ce and pays through st	ock	
P/E ratio of Target < P/E ratio of Acquirer			
Exchange ratio more than one			
	Acquirer	Target	Combined
Share price before announcement	1,608	131	
P/E ratio	43	10	
EPS Next year	38	12	39
Shares outstanding	2,403,571,429	249,400,000	2,423,890,727
Net Income	. 90,923,500,000	3,112,800,000	94,036,300,000
Equity Offer value(No. of shares X Offer pric	e)		32,671,400,000
Exchange ratio (Price of Target/Price of Acquire	0		
New shares issued to Target Firm SHs	20,319,298		
Total shares Of combined firm, Post M&A			2,423,890,727
Net Income of combined firm post M&A			94,036,300,000
EPS of combine firm post M&A			39
EPS of Acquirer firm Before M&A			38

Scenario-3				Scenario-4			
Acquirer acquires target firm at Market price and pays through stock				Acquirer acquires target firm at Market pr			
P/E ratio of Target < P/E ratio of Acquirer				P/E ratio of Target > P/E ratio of Acquirer			
Exchange ratio is Close to one.				Exchange ratio more than one			
				Increase in Net income due to synergy Gains			
	Acquirer	Target	Combined		Acquirer	Target	Combined
Share price before announcement	1,608	131		Share price before announcement	1,608	365	
P/E ratio	. 43	5		P/E ratio	. 43	13	
EPS Next year	38	28	39	EPS Next year	38	28	39
Shares outstanding	2,403,571,429	111,800,000	2,412,515,429	Shares outstanding	2,403,571,429	111,800,000	2,428,950,495
Net Income next years	90,923,500,000	3,112,800,000	94,036,300,000	Net Income next years	90,923,500,000	3,112,800,000	94,036,300,000
Equity Offer value(No. of shares X Offer price)		Î	14,645,800,000	Equity Offer value(No. of shares X Offer price		40,807,000,000	
Exchange ratio (Price of Target/Price of Acqu	0			Exchange ratio (Price of Target/Price of Acq	0		
New shares issued to Target Firm SHs	8,944,000			New shares issued to Target Firm SHs	25,379,066		
Total shares Of combined firm, Post M&A	0		2,412,515,429	Total shares Of combined firm, Post M&A			2,428,950,495
Net Income of combined firm post M&A	8 8	2	94,036,300,000	Net Income of combined firm post M&A			94,036,300,000
Increase in Net income due to synergy gains	-			Increase in Net income due to synergy gains	1,000,000,000		
Net Income of combined firm adjusted with synergy gain			94,036,300,000	Net Income of combined firm adjusted with synergy gain			95,036,300,000
EPS of combine firm post M&A		j	39	EPS of combine firm post M&A			39
EPS of Acquirer firm Before M&A		Ĵ	38	EPS of Acquirer firm Before M&A			38
Accretion(dilution) % to Acquirer post M&A	3	*	3.04%	Accretion(dilution) % to Acquirer post M&A		*	3.43%

Scenario-5						
Acquirer acquires target firm at Preium over r	narket price and pays t	hrough stock				
P/E ratio of Target > P/E ratio of Acquirer						
Exchange ratio more than one						
Offers premium on share price(paid through s	tock)					
	Acquirer	Target	Combined			
100% Acquistion of target with stock			No premium	With premium		
		Î		INR 2 /share	INR 5 /share	
Share price before announcement	1,608	365	365	383	402	
P/E ratio	43	13				
EPS Next year	38	28	39	39	39	
Shares outstanding	2,403,571,429	111,800,000	2,428,950,495	2,430,219,448	2,431,488,401	
Net Income	90,923,500,000	3,112,800,000	94,036,300,000	94,036,300,000	94,036,300,000	
Equity Offer value(No. of shares X Offer price)		40,807,000,000	42,847,350,000	44,887,700,000		
Exchange ratio (Price of Target/Price of Acquire		0	0	0		
New shares issued to Target Firm SHs			25,379,066	26,648,019	27,916,972	
Total shares Of combined firm, Post M&A			2,428,950,495	2,430,219,448	2,431,488,401	
Net Income of combined firm post M&A			94,036,300,000	94,036,300,000	94,036,300,000	
Increase in Net income due to synergy gains				-		
Net Income of combined firm adjusted with syn		94,036,300,000	94,036,300,000	94,036,300,000		
EPS of combine firm post M&A			39	39	39	
EPS of Acquirer firm Before M&A			38	38	38	
Accretion(dilution) % to Acquirer post M&A			2.34%	2.29%	2.24%	

Scenario-6								
Acquirer acquires target firm with 50% ca	sh and 50% stock payme	ent						
P/E ratio of Target > P/E ratio of Acquirer								
Exchange ratio more than one								
Offers premium on share price(paid throu	gh stock)							
	Acquirer	Target						
100% Acquistion of target with stock	1		Combined no premium		With premium			
					INR 2 /s	hare	INR 5 /share	
			100% stock	50% stock	100% stock	50% stock	100% stock	50% stock
Share price before announcement	1,608	365	365	365	383	383	402	402
P/E ratio	43	13						
EPS Next year	37.83	27.84	38.71	38.92	38.69	38.91	38.67	38,90
Shares outstanding	2,403,571,429	111,800,000	2,428,950,495	2,416,260,962	2,430,219,448	2,416,895,439	2,431,488,401	2,417,529,915
Net Income next years	90,923,500,000	3,112,800,000	94,036,300,000	94,036,300,000	94,036,300,000	94,036,300,000	94,036,300,000	94,036,300,00
Equity Offer value(No. of shares X Offer pri	ce)		40,807,000,000	40,807,000,000	42,847,350,000			
Exchange ratio (Price of Target/Price of Acquirer)			0.23	0.23	0.24	0.24	0.25	0.25
New shares issued to Target Firm SHs			25,379,066	12,689,533	26,648,019	13,324,010	27,916,972	13,958,486
Total shares Of combined firm, Post M&A			2,428,950,495	2,416,260,962	2,430,219,448	2,416,895,439	2,431,488,401	2,417,529,915
Net Income of combined firm post M&A			94,036,300,000	94,036,300,000	94,036,300,000	94,036,300,000	94,036,300,000	94,036,300,000
Increase in Net income due to synergy gain	•							
Net Income of combined firm adjusted with synergy gain			94,036,300,000	94,036,300,000	94,036,300,000	94,036,300,000	94,036,300,000	94,036,300,000
EPS of combine firm post M&A			38.71	38.92	38.69	38.91	38.67	38.90
EPS of Acquirer firm Before M&A			37.83	37.83	37.83	37.83	37.83	37.83
Accretion(dilution) % to Acquirer post M&A			2.34%	2.88%	2.29%	2.85%	2.24%	2.83%