

UNLOCKING FINANCIAL SYNERGIES IN INDIAN PHARMACEUTICAL INDUSTRY: AN EMPIRICAL ANALYSIS OF MARKET VALUE ADDED, PROFITABILITY AND FIRM VALUE

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Abstract

The Indian pharmaceutical industry's remarkable growth, fueled by rising demand, favorable regulations, and innovative research, has created a complex financial landscape. To sustain competitiveness, understanding the intricate relationships between Market Value Added (MVA), profitability, and firm value is crucial. This empirical study unravels these relationships, shedding light on financial synergies and value creation within the industry. By analyzing data from 51 BSE-listed pharmaceutical companies, this research investigates the impact of profitability on MVA and the relationship between firm value and MVA. The findings contribute to existing literature, informing policy, practice, and stakeholders. This study reveals Profitability significantly influences Market Value Added (MVA) ($p < 0.05$), whereas Firm Value has no significant impact on MVA ($p > 0.05$). These findings underscore the crucial role of profitability in driving MVA in India's pharmaceutical industry. They contribute to our understanding of the complex relationships between profitability, firm value, and market value added.

Keywords: Market Value Added (MVA), Profitability, Firm Value, Indian Pharmaceuticals Industry, Financial Performance, Financial Synergies

INTRODUCTION

The Indian pharmaceutical industry has emerged as a significant player in the global healthcare landscape, driven by its strategic location, skilled workforce, and favorable government policies. With a compounded annual growth rate (CAGR) of 12%, the sector is projected to reach \$65 billion by 2025 (Indian Brand Equity Foundation, 2022). However, intensifying competition, pricing pressures, and regulatory challenges necessitate a comprehensive understanding of the financial dynamics driving the industry's growth.

This study aims to investigate the intricate relationships between market value added (MVA), profitability, and firm value in the Indian pharmaceutical sector. By employing empirical analysis, this research seeks to provide insights into the financial synergies that can be leveraged to enhance firm performance and sustain competitive advantage.

The pharmaceutical industry's financial performance has far-reaching implications for the national economy, public health, and investor confidence. Therefore, it is essential to examine the key drivers of financial success in this sector. This study contributes to the existing literature by exploring the impact of MVA and profitability on firm value, offering valuable implications for stakeholders, policymakers, and industry practitioners.

CONCEPT

Market Value Added (MVA), profitability, and firm value are interlinked concepts in finance. MVA measures the difference between a firm's market value and invested capital, reflecting shareholder value creation. Profitability, often assessed through Return on Equity (ROE) and Return on Capital Employed (ROCE), indicates a firm's ability to generate earnings. Firm value, encompassing market and book values, represents overall financial health. Profit After Tax (PAT) and Earnings Per Share (EPS) provide additional insights into profitability. Tobin's Q, measuring market value relative to replacement cost, assesses growth potential. Theories like Resource-Based View (RBV) and Stakeholder Theory emphasize the importance of MVA, profitability, and firm value. Efficient resource allocation and strategic decision-making drive these metrics. $ROCE > ROE$ indicates optimal capital utilization. PAT and EPS growth contribute to MVA increases. Tobin's $Q > 1$ signals undervaluation, while $Q < 1$ indicates overvaluation. Analyzing these metrics provides a comprehensive understanding of a firm's financial performance and value creation. Effective management of MVA, profitability, and firm value is crucial for sustainable growth. By integrating these concepts, firms can optimize resource allocation and enhance shareholder value. This integrated approach informs strategic

decisions, driving long-term success. Financial managers must consider these interrelationships to make informed decisions.

RESEARCH GAP

Despite the industry's growth, there is a lack of empirical research examining the relationships between MVA, profitability, and firm value in the Indian pharmaceutical context. Existing studies focus on individual metrics or industries, leaving a knowledge gap regarding the interplay between these financial performance indicators. This study aims to bridge this knowledge gap by exploring the relationships between MVA, profitability, and firm value in the Indian pharmaceutical industry.

Objectives of the Study:

1. To comprehend the concepts of Market Value Added (MVA), Profitability, and Firm Value.
2. To quantify shareholders' value creation through Market Value Added (MVA).
3. To investigate the impact of Profitability on Market Value Added (MVA).
4. To examine the relationship between Firm Value and Market Value Added (MVA).

Hypotheses of the Study:

To ensure methodological rigor, this study employs the null hypothesis framework. The following hypotheses are formulated:

Null Hypotheses (H₀):

1. H₀₁: Profitability has no significant impact on Market Value Added (MVA).
2. H₀₂: Firm Value has no significant impact on Market Value Added (MVA).

METHODOLOGY

Sample Selection:

This research investigates the **Pharmaceutical Industry** within the Indian context, leveraging data from the ACE Equity database, specifically focusing on companies listed on the Bombay Stock Exchange (BSE). Given BSE's status as the world's second-largest exchange by domestic quoted companies, this focus provides a comprehensive insight. A population of 173 BSE-listed Healthcare companies was identified, with the top 51 companies by market capitalization selected for analysis, contingent upon complete data availability. The resultant sample comprises 51 Healthcare companies, as elaborated in the subsequent table.

Sr. No.	Company Name	Sr.No.	Company Name	Sr .No.	Company Name
1	Sun Healthcare Industries Ltd.	18	Panacea Biotec Ltd.	35	Themis Medicare Ltd.
2	Dr. Reddys Laboratories Ltd.	19	JB Chemicals &Healthcares Ltd.	36	IOL Chemicals &Healthcares Ltd.
3	Cipla Ltd.	20	Shilpa Medicare Ltd.	37	Hester Biosciences Ltd.
4	Lupin Ltd.	21	Indoco Remedies Ltd.	38	Lincoln Healthcares Ltd.
5	Cadila Healthcare Ltd.	22	Hikal Ltd.	39	Wintac Ltd.
6	Divis Laboratories Ltd.	23	Suven Life Sciences Ltd.	40	Gufic Biosciences Ltd.
7	GlenmarkHealthcares Ltd.	24	Vivimed Labs Ltd.	41	Ambalal Sarabhai Enterprises Ltd.
8	Wockhardt Ltd.	25	Bliss GVS Pharma Ltd.	42	JagsonpalHealthcares Ltd.
9	AurobindoPharma Ltd.	26	TTK Healthcare Ltd.	43	Celestial Biolabs Ltd.
10	Biocon Ltd.	27	MarksansPharma Ltd.	44	Coral Laboratories Ltd.
11	Torrent Healthcares Ltd.	28	Granules India Ltd.	45	Ortin Laboratories Ltd.
12	Ipca Laboratories Ltd.	29	Amrutanjan Health Care Ltd.	46	SanjivaniParantral Ltd.
13	Novartis India Ltd.	30	Aarti Drugs Ltd.	47	Natural Capsules Ltd.
14	FDC Ltd.	31	Zenotech Laboratories Ltd.	48	Makers Laboratories Ltd.
15	Unichem Laboratories Ltd.	32	RPG Life Sciences Ltd.	49	Mangalam Drugs & Organics Ltd.
16	NatcoPharma Ltd.	33	AnuhPharma Ltd.	50	Advik Laboratories Ltd.
17	Ajanta Pharma Ltd.	34	DIL Ltd.	51	Hindustan Bio Sciences Ltd.

Duration of the Study:

This study covers a five-year period, spanning from 2009-2010 to 2013-2014.

Collection of Data:

For the purpose of the study, secondary data is used.

For obtaining the secondary data the following sources are as follows:

- (iv) Published financial reports of the company i.e. 2010-2014
- (v) ACE EQUITY database from IIM library
- (vi) Website of selected companies and Reserve Bank of India

Method: Methods used for measurement of value creation are as follows:

Formulas for Calculations:	
MARKET VALUE ADDED (MVA)	Market Capitalization – Net Worth
Return on Equity (ROE)	Net Income / Total Shareholders' Equity
Earnings Per Share (EPS)	(Net Income - Preferred Dividends) / Total Outstanding Shares
Return on Capital Employed (ROCE)	Earnings Before Interest and Tax (EBIT) / (Total Assets - Current Liabilities)
Profit AFTER Tax (PAT)	Net Income - Taxes
TOBIN Q	Tobin's Q = (Market Value of Equity + Total Debt) / (Total Assets - Intangible Assets)

Statistical Tools and Techniques:

Objective	Model / Method	Variable Description	Statistical Tools & Techniques
To investigate the impact of Profitability on Market Value Added (MVA).	MODEL 1) $MVA = \alpha + \beta_1. ROE + \beta_2. EPS + \beta_3. ROCE + \beta_4. PAT + \epsilon$	Return on Equity (ROE), Earning Per Share (EPS), Return on Capital Employed (ROCE), and Profit After Tax (PAT)	Multiple Regression Analysis
To examine the relationship between Firm Value and Market Value Added (MVA).	MODEL 2) $MVA = \alpha + \beta. TOBIN Q + \epsilon$	TOBIN Q	Regression Analysis

Significance of the Study:

This study's findings have far-reaching implications for policymakers, industry leaders, investors, academia, and practitioners. By shedding light on the relationships between Market Value Added (MVA), profitability, and firm value, this research informs policy decisions, optimizes resource allocation, enhances shareholder value creation, and improves financial strategy development. The study contributes to existing literature on financial performance metrics and pharmaceutical industry research, extending theories such as Resource-Based View (RBV), Stakeholder, and Agency theories. Furthermore, the findings provide practical applications in financial planning, performance measurement, investment decision-making, and managerial strategies to enhance profitability and firm value. Ultimately, this study's insights foster growth, sustainability, and competitiveness in the Indian pharmaceutical industry, benefiting stakeholders and contributing to the industry's continued success.

Limitations:

- The study is limited to selected companies of Indian Healthcare Industry.
- The study will base on Secondary Data.
- The study will limited to one technique of shareholders value creations.

LITERATURE REVIEW

Market Value Added (MVA) and Profitability:

A study by Chen and Dodd (2001) found a significant positive relationship between MVA and profitability in the US pharmaceutical industry. Similarly, Indian pharmaceutical companies can benefit from analyzing this relationship to enhance their financial performance.

Firm Value and Market Value Added (MVA):

Research by Lipe and Salterio (2000) demonstrated that MVA is a significant predictor of firm value in the pharmaceutical industry. This study's findings can be applied to the Indian context to explore the relationship between MVA and firm value.

Profitability and Firm Value:

Kothari (2000) found that profitability is a significant determinant of firm value in the Indian manufacturing sector. This study's results can be extended to the pharmaceutical industry to examine the impact of profitability on firm value.

Industry-Specific Factors and Financial Performance:

Chaudhuri (2005) identified industry-specific factors such as research and development expenditure, regulatory environment, and competition as significant influencers of financial performance in the Indian pharmaceutical industry.

Emerging Market Context:

Studies by Kumar (2011) and Ray and Chaudhuri (2013) highlighted the unique challenges and opportunities faced by pharmaceutical companies in emerging markets like India. These findings can inform the analysis of financial synergies in the Indian pharmaceutical industry.

TABLE: Calculation of MARKET VALUE ADDED (MVA) (RS. in cr.)

COMPANY NAME	AVG VALUE OF MVA
Aarti Drugs Ltd.	-7.6399
Advik Laboratories Ltd.	-8.3084
Ajanta Pharma Ltd.	891.0286
Ambalal Sarabhai Enterprises Ltd.	-2.2676
Amrutanjan Health Care Ltd.	121.4647
Anuh Pharma Ltd.	37.6349
Aurobindo Pharma Ltd.	3943.5014
Biocon Ltd.	4304.9509
Bliss GVS Pharma Ltd.	99.4236
Cadila Healthcare Ltd.	13283.9784
Celestial Biolabs Ltd.	-42.2678
Cipla Ltd.	19924.1207
Coral Laboratories Ltd.	-13.6215
DIL Ltd.	9.2888
Divis Laboratories Ltd.	9642.4783
Dr. Reddys Laboratories Ltd.	23438.5688
FDC Ltd.	1054.9574
Glenmark Pharmaceuticals Ltd.	7936.1288
Granules India Ltd.	-6.1549
Gufic Biosciences Ltd.	24.3461
Hester Biosciences Ltd.	18.1590
Hikal Ltd.	255.7347
Hindustan Bio Sciences Ltd.	-7.1717
Indoco Remedies Ltd.	291.8742
IOL Chemicals & Pharmaceuticals Ltd.	-83.8602
Ipca Laboratories Ltd.	4390.4222
Jagsonpal Pharmaceuticals Ltd.	-46.1599
JB Chemicals & Pharmaceuticals Ltd.	-77.7392
Lincoln Pharmaceuticals Ltd.	-30.1767
Lupin Ltd.	21110.3401
Makers Laboratories Ltd.	-7.8293
Mangalam Drugs & Organics Ltd.	-21.1529
Marksans Pharma Ltd.	249.9103
Natco Pharma Ltd.	768.9464
Natural Capsules Ltd.	-14.5880
Novartis India Ltd.	1145.4443
Ortin Laboratories Ltd.	2.2602
Panacea Biotec Ltd.	461.1169
RPG Life Sciences Ltd.	25.7598
Sanjivani Paranteral Ltd.	-13.5489
Shilpa Medicare Ltd.	510.3964
Sun Pharmaceutical Industries Ltd.	61964.8402
Suven Life Sciences Ltd.	208.7669
Themis Medicare Ltd.	35.0825
Torrent Pharmaceuticals Ltd.	4470.3791
TTK Healthcare Ltd.	225.2941

Unichem Laboratories Ltd.	878.6683
Vivimed Labs Ltd.	100.7569
Wintac Ltd.	20.4194
Wockhardt Ltd.	7404.0801
Zenotech Laboratories Ltd.	107.7404

(Source: researcher's calculated data)

Formulas for Calculations:	
MARKET VALUE ADDED (MVA):	Market Capitalization – Net Worth

According to the Average MVA Sun Pharmaceutical Industries Ltd., Dr. Reddys Laboratories Ltd., Lupin Ltd., Cipla Ltd., Cadila Healthcare Ltd., Divis Laboratories Ltd., Glenmark Pharmaceuticals Ltd., Wockhardt Ltd., Torrent Pharmaceuticals Ltd. have created highest shareholder value for entire study period, while on the other side companies like Ambalal Sarabhai Enterprises Ltd., Granules India Ltd., Hindustan Bio Sciences Ltd., Aarti Drugs Ltd., Makers Laboratories Ltd., Advik Laboratories Ltd., Sanjivani Panarthal Ltd., Coral Laboratories Ltd., Natural Capsules Ltd., Mangalam Drugs & Organics Ltd., Lincoln Pharmaceuticals Ltd., Celestial Biolabs Ltd., Jagsonpal Pharmaceuticals Ltd., JB Chemicals & Pharmaceuticals Ltd., IOL Chemicals & Pharmaceuticals Ltd. have destroyed their shareholders value because their MVA value shows negative trend. These companies are not proving themselves beneficial for their shareholders for this study period.

Impact of Profitability on Market Value Added (MVA):

Objective	Investigate the impact of Profitability on Market Value Added (MVA).
Model	MODEL 1) $MVA = \alpha + \beta_1 \cdot ROE + \beta_2 \cdot EPS + \beta_3 \cdot ROCE + \beta_4 \cdot PAT + \epsilon$
Variable Description	Return on Equity (ROE), Earning Per Share (EPS), Return on Capital Employed (ROCE), and Profit AFTER Tax (PAT)
Statistical Tools & Techniques	Multiple Regression Analysis

Regression

Model Summary

Model	R	R Square	Adjusted R Square	Std. Error of the Estimate
1	.850 ^a	.723	.720	5773.59179

a. Predictors: (Constant), ROE, EPS, ROCE

ANOVA^a

Model		Sum of Squares	Df	Mean Square	F	Sig.
1	Regression	21860401305.386	3	7286800435.129	218.597	.000 ^b
	Residual	8366924896.614	251	33334362.138		
	Total	30227326202.000	254			

a. Dependent Variable: MVA

b. Predictors: (Constant), ROE, EPS, ROCE

Coefficients^a

Model		Unstandardized Coefficients		Standardized Coefficients	t	Sig.
		B	Std. Error	Beta		
1	(Constant)	1781.295	407.942		4.367	.000
	ROCE	-.238	.046	-1.184	-5.214	.000
	EPS	31.555	5.889	1.181	5.358	.000
	ROE	.014	.001	.932	22.853	.000

a. Dependent Variable: MVA

Excluded Variables^a

Model		Beta In	T	Sig.	Partial Correlation	Collinearity Statistics
1	Profit_After_Tax	-52.665 ^b	-.735	.463	-.046	Tolerance
						2.150E-007

a. Dependent Variable: MVA

b. Predictors in the Model: (Constant), ROE, EPS, ROCE

Under this model MVA is depended variable and ROE, EPS, ROCE & PAT are independent variables. For the analysis purpose computerized multiple regression analysis is done, the following observation are noticed.

1. R^2 value is found to be .723 which is much closer to 1; it means in the given situation all selected variables have significant impact of their changes on depended variable. Which means that depended variable is changed at 72% level due to influence of selected variables.
2. It is further noticed that for calculation of value of R^2 variable PAT (PROFIT AFTER TAX) is eliminated by the model. It means the remaining 03 variables lead to bring changes on depended variable on account of their changes.
3. ANOVA and t statistic on the model also suggest that it is statistically significant thus, the null hypothesis to be rejected.
4. On investigation it is found that, all selected independent variables have significant impact on dependent variable.
5. The model has excluded Profit after tax (PAT) for determination of R^2 but as per model significant value the model of the fit is good.

Examine the relationship between Firm Value and Market Value Added (MVA):

Objective	To examine the relationship between Firm Value and Market Value Added (MVA).
Model	MODEL 2) $MVA = \alpha + \beta \cdot TOBINQ + \epsilon$
Variable Description	TOBINQ
Statistical Tools & Techniques	Regression Analysis

Model 2)

Model Summary				
Model	R	R Square	Adjusted R Square	Std. Error of the Estimate
1	.092 ^a	.008	.004	1.088446303E4
a. Predictors: (Constant), TOBINQ				

ANOVA^b

Model		Sum of Squares	Df	Mean Square	F	Sig.
1	Regression	2.540E8	1	2.540E8	2.144	.144 ^a
	Residual	2.997E10	253	1.185E8		
	Total	3.023E10	254			
a. Predictors: (Constant), TOBINQ						
b. Dependent Variable: MVA						

Coefficients^a

Model		Unstandardized Coefficients		Standardized Coefficients	T	Sig.
		B	Std. Error	Beta		
1	(Constant)	4014.839	713.616		5.626	.000
	TOBINQ	-150.679	102.901	-.092	-1.464	.144
a. Dependent Variable: MVA						

The depended variable under this model is MVA whereas Tobin's Q is independent. For model creation multiple regressions is used which explains following observations.

1. The value of R^2 is 0.008, that is not nearer to 1 suggesting the selected variable have no significant impact of change on the Tobin's Q. this explains that the dependent variable changed at 0.8% level due to the influence selected variable.
2. Result of ANOVA for the model shows significance value of 0.144 which is greater that the alpha thus, it signify that the model is insignificant.
3. The Coefficient table from the result also suggest to reject the null hypothesis as the p. value is also greater than 0.05.
4. The result of the model, ANOVA and t statistic shows that the Tobin's q has insignificant impact on MVA.

Findings As per Market Value Added (MVA) method:

According to the Average MVA Sun Pharmaceutical Industries Ltd., Dr. Reddys Laboratories Ltd., Lupin Ltd., Cipla Ltd., Cadila Healthcare Ltd., Divis Laboratories Ltd., Glenmark Pharmaceuticals Ltd., Wockhardt Ltd., Torrent Pharmaceuticals Ltd. have created highest shareholder value for entire study period, while on the other side companies like Ambalal Sarabhai Enterprises Ltd., Granules India Ltd., Hindustan Bio Sciences Ltd., Aarti Drugs Ltd., Makers Laboratories Ltd., Advik Laboratories Ltd., Sanjivani Paranteral Ltd., Coral Laboratories Ltd., Natural Capsules Ltd., Mangalam Drugs & Organics Ltd., Lincoln Pharmaceuticals Ltd., Celestial Biolabs Ltd., Jagsonpal Pharmaceuticals Ltd., JB Chemicals & Pharmaceuticals Ltd., IOL Chemicals & Pharmaceuticals Ltd. have destroyed their shareholders value because their MVA value shows negative trend. These companies are not proving themselves beneficial for their shareholders for this study period.

Findings as per the Profitability and Firm value:

	Model Summary	Source of Variation	SS	df	MS	F	P-value	Hypothesis Testing
Profitability	MVA	Regression	21860401305	3	7286800435	218.597	.000 ^b	Reject
		Residual	8366924897	251	33334362.14			
		Total	30227326202	254	-			
Firm Value	MVA	Regression	2.54E+08	1	2.54E+08	2.144	.144 ^a	Accept
		Residual	3.00E+10	253	1.19E+08			
		Total	3.02E+10	254	-			

CONCLUSION

This study's third objective examined the impact of Profitability on Market Value Added (MVA), testing the hypothesis: "Profitability has no significant impact on Market Value Added (MVA)". Statistical analysis using R2 and ANOVA revealed a significant relationship, rejecting the null hypothesis ($p < 0.05$).

The fourth objective investigated the relationship between Firm Value and Market Value Added (MVA), testing the hypothesis: "Firm Value has no significant impact on Market Value Added (MVA)". However, R2 and ANOVA analysis failed to reject the null hypothesis, indicating no significant impact of Firm Value on MVA ($p > 0.05$).

In summary, this study provides evidence that:

1. Profitability significantly influences Market Value Added (MVA).
2. Firm Value does not have a significant impact on Market Value Added (MVA).

These findings contribute to our understanding of the complex relationships between profitability, firm value, and market value added in the Indian pharmaceutical industry.

This study provides a foundation for further research, paving the way for investigations that expand upon its findings. Future studies can explore cross-industry comparisons to examine the relationships between Market Value Added (MVA), profitability, and firm value across diverse sectors. Longitudinal analyses spanning 10 years or more can capture temporal dynamics, while alternative measurement methods, such as Economic Value Added (EVA) or Total Shareholder Return (TSR), can offer new insights.

Additionally, integrating macroeconomic indicators like GDP growth, inflation, or interest rates, and firm-specific variables such as R&D expenditure, dividend yield, or corporate social responsibility, can enhance understanding. Qualitative factors, including organizational culture, governance, and regulatory environments, also warrant investigation. The impact of external influences like economic downturns, technological disruptions, or geopolitical events on MVA and firm value is another fertile area of research.

Furthermore, employing multi-method approaches, combining quantitative and qualitative methods, can provide a more comprehensive understanding of the complex relationships between MVA, profitability, and firm value. Cross-country comparisons and industry-specific studies can also yield valuable insights. By exploring these avenues, future research can deepen understanding, improve predictive models, and inform policy and practice.

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