

**JUBILANT PHARMA LIMITED**  
(Company Registration No. 200506887H)  
(Incorporated in the Republic of Singapore)  
Registered office: 160 Robinson Road, #17-01 SBF Center, Singapore 068914

September 1, 2017

**Singapore Exchange Securities Trading Limited**  
11 North Buona Vista Drive #06-07  
The Metropolis Tower 2  
Singapore 138589

**Sub: Acquisition of Radiopharmacy business**

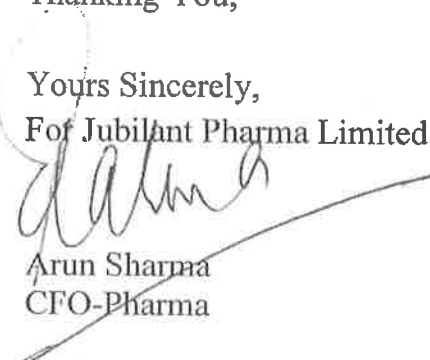
Dear Sirs,

We enclose a communication regarding acquisition of Radiopharmacy business.

This is for your kind information and records.

Thanking You,

Yours Sincerely,  
For Jubilant Pharma Limited



Arun Sharma  
CFO-Pharma

Encl.: as above



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**Jubilant completes acquisition of Radiopharmacy business of Triad**

***Noida (UP), India, Friday, September 1, 2017***

Jubilant Pharma Limited, a material wholly owned subsidiary of Jubilant Life Sciences Ltd, through one of its wholly owned subsidiaries, has successfully completed today the acquisition of the US radiopharmacy business of Triad Isotopes, Inc.

Speaking on the occasion, Mr. Shyam S Bhartia, Chairman and Managing Director, and Mr. Hari S Bhartia, Director, said:

*“The acquisition adds significant scale to our niche Radiopharmaceutical business in the Specialty Pharma - Injectibles segment complementing our strategy of being a leading nuclear medicine player. Triad has an experienced management team, customer focus and strong relationships with GPOs in the United States, which allows us to directly serve customers through hospitals with high quality radiopharmaceutical products. We plan to expand the sales coverage to better and more optimally serve patients, physicians, imaging centers and hospitals, going forward.”*

This acquisition is funded through JPL’s internal accruals with no increase in debt for Jubilant Life Sciences Limited. Triad recorded revenues in excess of US\$ 225 Million in CY2016 with positive EBITDA and the acquisition is likely to be earnings accretive. Triad operates the second largest radiopharmacy network in the US with more than 50 pharmacies. The acquired radiopharmacies will continue to operate independently under the brand name of ‘Triad Isotopes’. The acquisition is a strategic fit to our niche nuclear medicine business and will provide Jubilant with direct access to hospital networks with ability to deliver more than 3 Million patient doses annually through approximately 1,700 customers. The company intends to maintain and expand Triad’s distribution network.

**About Jubilant Pharma Limited**

Jubilant Pharma Limited (JPL), a company incorporated under the laws of Singapore and a wholly owned subsidiary of Jubilant Life Sciences Limited, is an integrated global Pharmaceutical company engaged in manufacture and supply of APIs, Solid Dosage Formulations, Radiopharmaceuticals, Allergy Therapy Products and Contract Manufacturing of Sterile and Non Sterile products. JPL has 6 USFDA approved manufacturing facilities in India, US and Canada and R&D centres in India and Canada. The Company has a team of over 3,400 multicultural people across the globe and is committed to deliver value to its customers spread across over 75 countries. It is well recognized as a 'Partner of Choice' by leading pharmaceutical companies globally.



*Statements in this document relating to future status, events, or circumstances, including but not limited to statements about plans and objectives, the progress and results of research and development, potential product characteristics and uses, product sales potential and target dates for product launch are forward-looking statements based on estimates and the anticipated effects of future events on current and developing circumstances. Such statements are subject to numerous risks and uncertainties and are not necessarily predictive of future results. Actual results may differ materially from those anticipated in the forward-looking statements. Jubilant may, from time to time, make additional written and oral forward looking statements, including statements contained in the company's filings with the regulatory bodies and its reports to shareholders. The company assumes no obligation to update forward-looking statements to reflect actual results, changed assumptions or other factors.*



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## Deal Announcement

September 2017



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# Overview of the deal

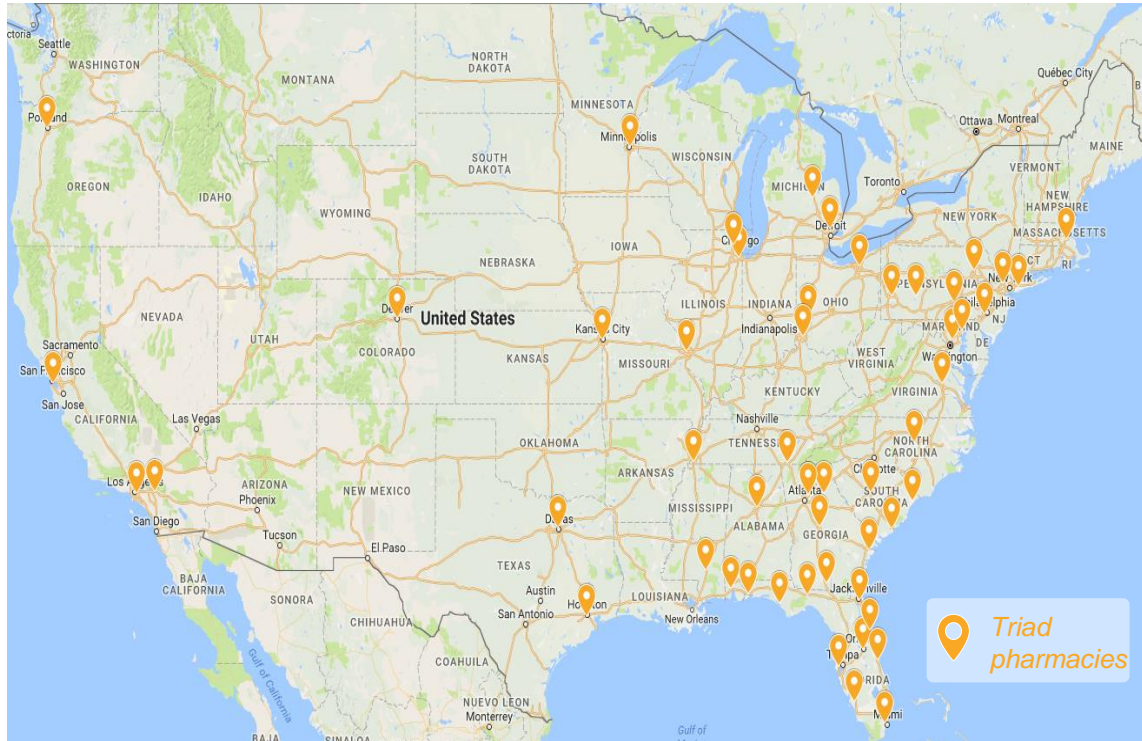


- **Jubilant Pharma Limited (JPL)**, a material wholly owned subsidiary of Jubilant Life Sciences Ltd, through one of its wholly owned subsidiaries, has **completed the acquisition of the US radiopharmacy business of Triad Isotopes, Inc.**
- The acquisition is a strong **strategic fit** with our niche radiopharma business and will help us better **directly serve healthcare providers and their patients** with high-quality radiopharma products
- This acquisition is **funded through JPL's internal accruals** with no increase in debt for Jubilant Life Sciences Limited.
- The acquired radio-pharmacies will continue to operate independently under the brand name of **'Triad Isotopes'**



# About the target: Triad Isotopes is the second largest player in the US radio-pharmacies market

Triad Isotopes has the second largest network of radio-pharmacies in the US



**US\$225M+ revenue<sup>1</sup>** with positive EBITDA



**52 Radiopharmacies** spread across **22 states**



**3 Cyclotrons** serve PET customers



**700+** employees



**3 million+ doses delivered annually**



**1,700+ customers** across National GPOs, Regional Networks, local hospitals and physician groups



**Strong relationships** with all major national GPOs

*Strong management team, customer focus and proven past partnerships with global radio-pharma majors sets Triad apart from competition*

(1) CY16  
Note: All data as of Dec 2016

# The acquisition will add significant scale to the radio-pharma business of JPL



Revenue: ~US\$ 460M (FY17)



Revenue: ~US\$ 225M (CY16)

*JPL's radiopharmaceutical business specializes in lung, thyroid, bone and cardiac imaging, as well as thyroid disease therapies*

*Strong portfolio of niche and differentiated products including some 505(b)(2) filings*

*Broad pharmacy network of 50+ pharmacies spread across 22 states in US*

*Strong customer relationships with 1,700+ hospitals as well as major national GPOs*

## Post-acquisition\*

- The Specialty Pharmaceuticals – Injectables business will contribute ~US\$450M (~70%) of the total JPL revenue of ~US\$650M

\*On Annualized basis



# ...allowing for better sales coverage, channel access, deeper customer understanding and stronger R&D efforts

1

Increased sales reach, frequency and coverage



Higher hospital coverage for Triad and strong relationships with nuclear medicine professionals

2

Superior end-customer access and service



Ability to directly serve 1,700+ end customers with high quality products through Triad's network of 50+ pharmacies

3

Access to channel for recently approved product Ruby-Fill



Access to channel to facilitate go-to-market for Ruby-Fill

4

Stronger R&D efforts driven by deep customer understanding



Focused product development and greater success of new products driven by deep understanding of patient needs

5

Market expertise to maintain & expand Triad's distribution network



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**Thank You**

