

#### **PRESS RELEASE**

#### **Jubilant Pharmova Limited**

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#### **Jubilant Biosys Limited seals deal with Pierre Fabre SA**

- To acquire R&D center at Saint-Julien-en-Genevois, France
- <u>To add Drug Discovery & Preclinical Development capabilities in Biologics & Antibody Drug Conjugate</u>

**Noida, February 12, 2025:** Jubilant Biosys Innovative Research Services Pte Limited, Singapore (JBIRSPL), a subsidiary of Jubilant Biosys Limited, a wholly owned subsidiary of Jubilant Pharmova Limited, has executed the transaction definitive agreements with Pierre Fabre SA, and its affiliate entities ("PF"), for JBIRSPL to acquire 80% equity capital in JASMIN (new company incorporated by PF in France, as a Société par Actions Simplifiée (SAS)), with remaining 20% retained by PF.

At Closing of the transaction, JASMIN shall acquire Pierre Fabre's R&D Centre (including R&D Site and R&D activities) at Saint-Julien-en-Genevois, France, and JBIRSPL would also execute a Shareholders' Agreement and other transition agreements with PF.

#### **Strategic Rationale:**

This strategic agreement will enable Jubilant Biosys Limited to expand its footprint in Europe in areas like Biologics (mAbs) and Antibody Drug Conjugate (ADC), in addition to its existing services including integrated drug discovery services from India

- Expands Jubilant's addressable market in the fast-growing (20%+ CAGR) ADC/XDC segment; Expands Jubilant's addressable market in ADC CDMO to ~\$1.4 Bn. Next gen XDCs pipeline is also growing rapidly
- Enhances JB domain expertise in ADC with expanded chemistry capabilities: Complements JB's payload expertise with payload-linker synthesis, bioconjugation and analytical services
- **PF team have deep ADC/XDC expertise**: Core team with decades of ADC experience, with history of successfully delivering several clinical candidates
- Provides strategic footprint in EU: An opportunity to significantly expand our customer connections with large pharmaceutical companies due to proximity to EU/US markets, which have a preference for local CRO interactions
- Brings together a complementary innovator customer base: The collaboration will help create significant cross-selling potential to customer bases across small-to-mid biotech and large innovator pharma
- Unique & cost-effective delivery model: Integrating the scientific expertise in Biologics at the Saint-Julien-en-Genevois site with that of small molecules at Jubilant will provide a unique & cost-effective delivery model to EU & US Companies.



Speaking on the announcement, **Giuliano Perfetti, CEO & Managing Director, Jubilant Biosys said**, "We are thrilled to have reached this strategic agreement with Pierre Fabre. Our R&D site in Saint-Julien-en-Genevois will serve as a Center of Excellence for biologics and ADCs, located at the heart of Europe. This expansion strengthens our presence and fosters collaboration with both biotech and large pharma companies in Europe and the USA. By combining the scientific expertise in biologics and ADCs at Saint-Julien-en-Genevois with the capabilities of 1,200 scientists in India we establish a comprehensive service offering for accelerated delivery of early chemistry, discovery biology, DMPK, integrated drug discovery and CDMO for intermediates and APIs. With this strategic move, Jubilant Biosys Limited advances its "CRDMO Partner in Science" strategy and reinforces its commitment to delivering innovative solutions to global pharmaceutical customers."



#### **About Jubilant Biosys**

Jubilant Biosys Limited provides drug discovery and contract development and manufacturing services to global pharmaceutical and biotech companies. The service offering includes drug discovery services, mg to Kilo, non-GMP and GMP scale up of novel compounds, intermediates and NCEs. The business operates from Bengaluru, Noida and Greater Noida in India, offering integrated and functional drug discovery and development services to global innovators.

Jubilant Biosys Limited has demonstrated expertise in functional services in chemistry including computational, medicinal/ synthetic chemistry, PR&D and GMP scale-up capabilities up to phase II. Services in biology include structural biology, in-vitro biology, DMPK, in-vivo pharmacology and Toxicology. Further, Jubilant Biosys Limited has integrated discovery expertise with a track record of working on over 85 programs in multiple therapeutic areas including but not limited to Oncology, Metabolic Disorders, Pain & Inflammation, CNS and expanding into Rare Diseases.

#### **About Jubilant Pharmova Limited**

Jubilant Pharmova Limited (formerly Jubilant Life Sciences Limited) is a company with global presence that is involved in Radiopharma, Allergy Immunotherapy, CDMO Sterile Injectables, Contract Research Development and Manufacturing Organisation (CRDMO), Generics and Proprietary Novel Drugs businesses. In the Radiopharma business, the Company is involved in manufacturing and supply of Radiopharmaceuticals with a network of 46 radiopharmacies in the US. The Company's Allergy Immunotherapy business is involved in the manufacturing and



supply of allergic extracts and venom products in the US and in some other markets such as Canada, Europe and Australia. Jubilant through its CDMO Sterile Injectable business offers manufacturing services including sterile fill and finish injectable (both liquid and lyophilization), full-service ophthalmic offer (liquids, ointments & creams) and ampoules. The CRDMO business of the Company includes the Drug Discovery Services business that provides contract research and development services through two world class research centers in Bengaluru and Noida in India and the CDMO-API business that is involved in the manufacturing of Active Pharmaceutical Ingredients. Jubilant Therapeutics is involved in Proprietary Novel Drugs business and is an innovative biopharmaceutical company developing breakthrough therapies in the area of oncology and auto-immune disorders. The Company operates multiple manufacturing facilities that cater to all the regulated market including USA, Europe and other geographies. Jubilant Pharmova Limited has a team of around 5,500 multicultural people across the globe. The Company is well recognized as a 'Partner of Choice' by leading pharmaceuticals companies globally.

#### **Brief about Pierre Fabre**

Laboratoires Pierre Fabre, established in 1961 by pharmacist Pierre Fabre, is a leading French multinational company headquartered in Castres, France. Specializing in pharmaceuticals and dermo-cosmetics, the company has grown to employ over 10,000 people worldwide. In 2023, the company reported revenues exceeding €2.8 billion, with 70% of sales generated internationally. Renowned for its innovation in oncology and dermatology, Pierre Fabre has become a significant global player in the healthcare and beauty industries.

The Research Centre in Saint-Julien-en-Genevois was founded by Pierre Fabre in January 1990. It specializes in immuno-oncology, with a focus on immunomodulatory macrophage biomedicines. Over the years, it has also developed a strong expertise in biological drugs, naked antibodies, and antibody-drug conjugates (ADCs). Located near Geneva and immerged in a particularly buoyant pharmaceutical innovation ecosystem on both sides of the border, the site enjoys state-of-the-art expertise and equipment and is pursuing several research projects on the reactivation of macrophage activity in case of cancer inhibition

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'Saint-Julien-en-Genevois' refers to - "Saint-Julien-en-Genevois at the France/Switzerland border"



## —Jubilant Biosys

Your CRDMO Partner in Science



Acquisition to build new capabilities

Biologics, ADCs & mAbs





### Saint Julien site: Overview



**Heart of Europe** Target validation -Experienced Established in 1989 ADC drug discovery 42,400+ m2 R&D site French - Swiss border candidate selection **Employees** 42,400+ m2 R&Dsite Activities up to drug Experienced team 3 Main areas of expertise candidate selection A team of experienced History of delivering Local environment ADC & mAbs employees, with 2 successful clinical that allows for the Biologics decades of experience candidates in establishment of In vitro/In vivo / Ex in mAbs and ADCs immunooncology collaboration vivo Biology Strong expertise in the therapeutics Location will allow research of innovative Technological for closer molecules capabilities in the collaboration and immune cytokine oversight of conjugates field programs within Jubilant.



## Saint Julien site: ADC Capabilities



Located centrally within Europe (20 minutes from Geneva airport) with access to biotech & pharma companies

- Dedicated lab for ADC development (bio-conjugation and full characterization)
- Complete service offer for Oncology and immuno-oncology projects from drug discovery to activity evaluation invitro /in-vivo - Capabilities and prowess confirmed by delivery of several clinical candidates in ADC
- ADC chemistry capabilities (P-L synthesis, bio-conjugation, bioanalytical services)
- · Protein characterization, in-vitro & interaction assays, well supported by expertise & equipment present at facility

#### Operations overview

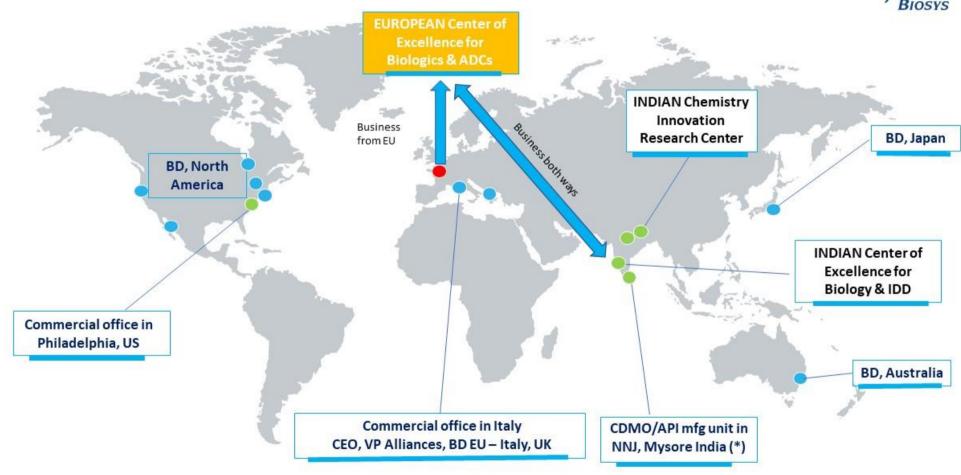
- 42,400+ m<sup>2</sup> R&D site at Saint-Julien-en-Genevois, was established in 1989 and has extensive expertise from vaccines to antibody-based therapeutics and immuno-oncology
- · Team of experienced scientists with a strong expertise in the research and delivery of innovative molecules





## -Acquisition will strengthen JB CRDMO Global Vision





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# Acquisition will strengthen Jubilant Biosys' position as a "Partner in Science"



 Integrating the scientific expertise in Biologics at the Saint Julian site with that of small molecules at Jubilant Indian sites will enable a unique service model to EU & US Companies



Unique hybrid & cost effective model



market

 ADC is fast growing market with an addressable market upwards of 10 bn and expected to touch 27 bn by 2023 with a CAGR of 9.23%

 CRDMOs with global presence across major new modalities like ADC, mAbs, biologics, oligonucleotides & peptides

– in addition to small molecules



Combination has significant synergies

**Jubilant Biosys** 

CRDMO Partner In Science (2

Enhances JB domain expertise in ADC  Complements JB's expertise with payload-linker synthesis, bioconjugation and analytical services

 Provides a comprehensive offering across large molecules, small molecules and specialized technologies to >100 customers (big pharma, biotech, small-mid pharma)



Bringstogether complementary innovator customer base



Provides strategic footprint in Europe (3)

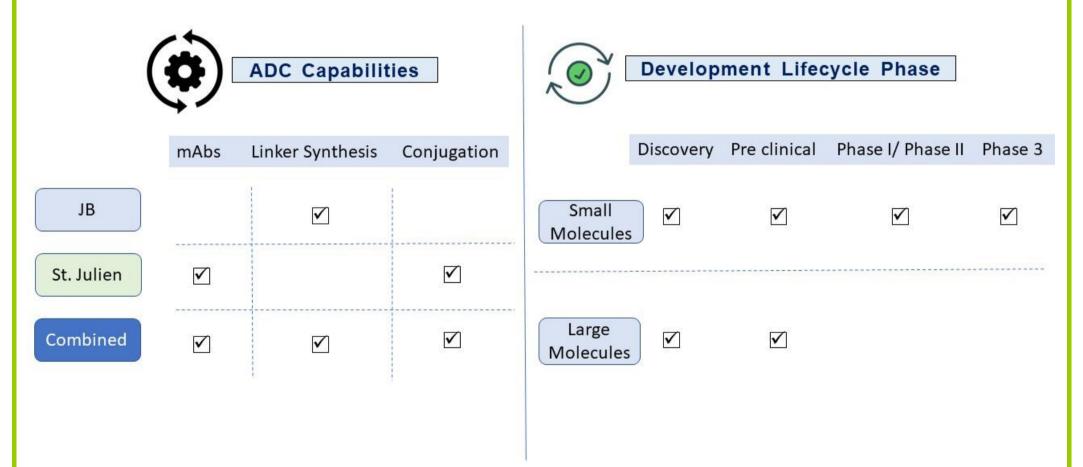
St Julien's team have deep ADC expertise  Core team with 2 decades of mAbs and ADC experience, confirmed by delivery of successful clinical candidates

 Localized presence in Europe to better serve customers, in addition to 4 dedicated state of art R&D centers & 6 Centers of Excellence in India



## -Saint Julien: Enabling ADC and Large Molecule capability

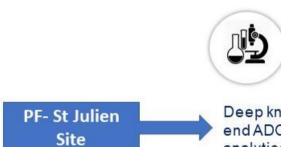






## Synergies between Saint Julien and Jubilant Biosys





Scientific expertise



Commercial footprint



R& D Infrastructure

Deep know-how in end to end ADC (bio-conjugation and analytical)

Proximity to biotech ecosystem in UK. France. Switzerland & Germany

Labs & equipment to support extensive antibody design, protein purification & characterization

**Jubilant Biosys** 

Comprehensive repertoire of leading-edge discovery & analytical technologies with expertise in payloads & linker synthesis

Deep relationships with big pharma, biotech companies & start ups

State-of-the-art R&D centers with advanced med. chem. synthesis & linker technologies, DMPK & in-vivo & fully operational vivarium

#### **Synergies**

Transforms Jubilant Biosys into a key ADC player providing deep tech capabilities across the value chain

St Julien site will help Jubilant Biosys expand its service offering to existing customers, European presence provides new customer base

Jubilant Biosys' strong drug discovery & development capabilities, & project management expertise will help initiate ADC projects from discovery to early stage development.



## Our strategy for entering in EU with Hybrid Offering



#### The strategic move will help Jubilant Biosys leverage its operations in the heart of Europe

#### Expanding Jubilant Biosys Service offerings

 An opportunity to expand our service offerings and introducing new technologies in the fields of Biologics, ADCs, and mAbs, which are expanding markets



Leveraging its operations in EU, proximity and time zone, will help in expansion into EU market

 An opportunity to significantly expand our customer connections with large pharmaceutical and Biotech companies due to proximity to EU/US markets, which have a preference for local CRO interactions



#### Unique Hybrid model - Strengthening our ability to deliver high quality

Integrating the scientific expertise in Biologics at the Saint Julian site
with Small molecules at the Jubilant Biosys India will provide unique,
high quality & cost-effective delivery model to EU & US Companies,
driving strong growth for Jubilant Biosys



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## ——ADC segment



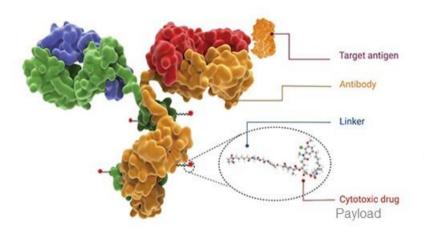




## -Antibody-drug conjugates (ADCs)



**ADCs-** Fast-expanding therapeutic modality designed to target disease cells, **sparing adjacent healthy tissues / mitigate toxic effects**.



- · ADC composition: 3 components
  - > mAb: binds to antigen on cancer cells
  - > Payload: toxic drug to kill cancer cells
  - Linker: chemical entity connects antibody & payload
- · Conjugation: Process of attaching payload to antibody via linker
- 14 FDA-approved ADCs, market value: \$10 Bn, poised to triple in 5 years
  - driven by high cancer prevalence, unmet needs, investments & advances in ADC technology
- ~ 700 ADCs are in development including 127 in discovery stage majority (80%) in early stage of development
  - Oncology dominates with 97% trials (solid tumours / lymphomas)

Approval of ADCs for difficult-to-treat cancers & better understanding of tumor biology has led to increased interest in ADCs.



# -Transforming therapies: Rapidly expanding ADC R&D pipeline



#### Over 400 innovator Biotech companies are involved in ADC/XDC development



## Recent regulatory approvals have bolstered customer activity in the ADC market

- Eight ADCs were approved by the FDA between 2019 and 2022. In 2022, 57 new ADCs entered Phase 1 clinical trials, a **90% increase** from 2021\*.
- ADCs present a lucrative opportunity. There are 14 FDA-approved ADCs that are expected to be bringing in more than \$20B a year in sales by 2030.
- "Recent ADC approvals are really driving investment. There's definitely a trend here, and I can see CROs in the market taking risk, digging up old data and moving the needle on this research."
- Continued improvement of functional linkers and conjugation technologies is tied to further expansion of the market.
- Customers opt for CROs that can showcase expertise and clear R&D investments



## -Thank you for your time



### **Jubilant Biosys Limited**



Integrated Drug Discovery Center Bengaluru



Chemistry Innovation Research Center Greater Noida



Investigational New Drug Center Noida



Manufacturing Plant Nanjangud

Bengaluru Research Site: #96, Industrial Suburb 2nd Stage, Yeshwantpur, Bengaluru, Karnataka – 560022, India. Tel: +91 80 66628400 Greater Noida Research Site: #96, Plot No. 15A, IILM Rd, Knowledge Park II, Greater Noida, Uttar Pradesh - 201310, India Tel: +91 120 718 6000 Noida Research Site: B-34, Sector 58, Noida, Uttar Pradesh - 201301, India Tel: +91 120 409 3300 Manufacturing plant: Jubilant Pharmova Limited #18,56,57 & 58.KIADB Industrial Area Nanjangud, Mysore – 571302, KA, India.

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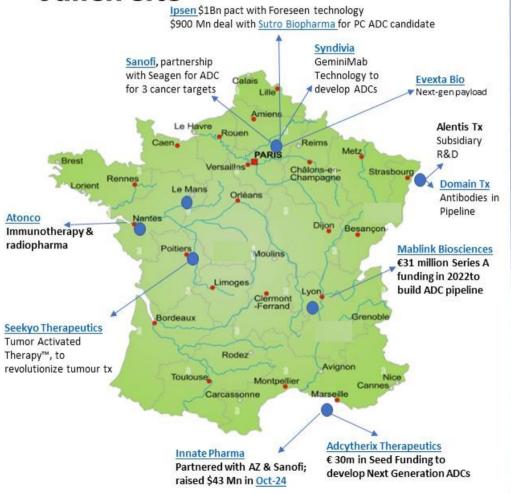
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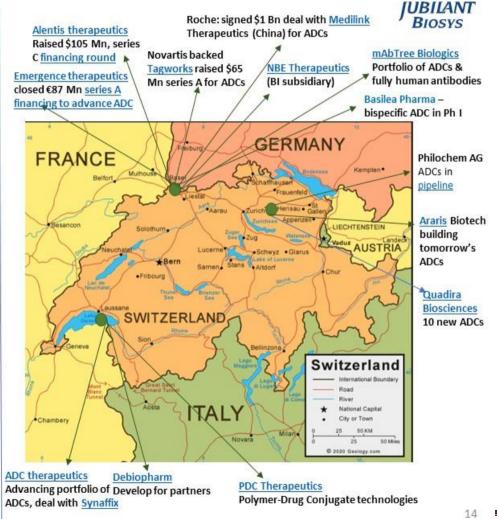
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ADC Biotechs (~25) in FR/CH in proximity to Saint

Julien site

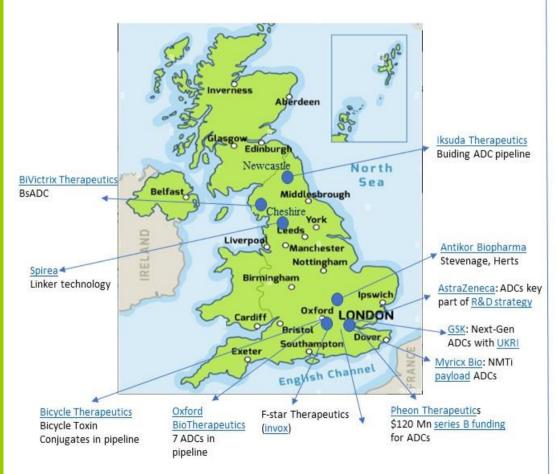






## **Key ADC Biotechs in UK & Germany (~15)**









## Saint Julien - equipment and current personnel would allow Jubilant Biosys to establish a European beachhead for its CRO services





The site is well-positioned to provide early drug discovery services to customers within the next 12 months, both from an equipment and employee standpoint



The site offers ample space for growth and equipment rearrangement for workflow optimization

Limited investment of time and cash could expand the site's capability offering to include a robust suite of Lead Optimization services



The current employees have the scientific expertise to produce sound results and the drive to learn the necessary skills to transition into a customer-oriented research enterprise