

PRESS RELEASE

Noida, Friday, May 17, 2019

JUBILANT LIFE SCIENCES – Q4 & 12M'FY19 RESULTS

- **JUBILANT REPORTS RECORD PERFORMANCE IN FY'19**
- **Revenue up 21% YoY to Rs. 9,111 Crore; EBITDA up 14% YoY to Rs 1,775 Crore**
- **Normalised PAT at Rs. 855 Crore with EPS at Rs. 54 per share**
- **Q4'FY19 Revenue at Rs 2,386 Crore; Normalised PAT at Rs 135 Crore**

The Board of Jubilant Life Sciences Limited, an integrated global pharmaceutical and life sciences company met today to approve financial results for the quarter and full year ended March 31, 2019.

Commenting on the Company's performance, Mr. Shyam S Bhartia, Chairman and Mr. Hari S Bhartia, Co-Chairman & Managing Director, Jubilant Life Sciences said:

"The Company reported record performance in revenue and profitability in FY 19 led by robust growth in our Pharmaceuticals segment. Our strategic focus on de-risked business model and being closer to customer with leadership position in key products has driven this growth. Our global competitive edge due to low cost, vertical integration and capacity additions with commitment to ensure high level of compliance will further strengthen our businesses. We witnessed healthy performance during the quarter, which was offset by certain one-time charges. We continue to remain focused on generating operating cash to invest to support our growth and reduce the debt for a strong balance sheet."

FY19 Highlights

Consolidated

- Consolidated revenue up 21% YoY to Rs 9,111 Crore
- EBITDA up 14% YoY to Rs. 1,775 Crore with EBITDA margin of 19%.
- Finance costs at Rs. 220 Crore vs. Rs. 284 Crore last year
- Normalised PAT at Rs. 855 Crore with Normalised EPS at Rs. 54 for Re. 1 FV.
- **Capital Expenditure** of Rs. 567 Crore
- **Gross Debt** at Rs. 4,860 crore and **Net debt** at Rs. 3,490 Crore
 - Net debt at Rs. 3,370 Crore on a constant currency basis
 - Generated operating cash of Rs 848 Crore before capex and product development of Rs 698 Crore
 - **Average blended interest rate** for FY19 at 6.18% pa – Re loans @ 8.4%, \$ loans @ 4.91%

Segment Wise Analysis

A. Pharmaceuticals Segment

- Pharmaceuticals segment's revenue up 33% YoY in FY19 to Rs. 5,324 Crore contributing 58% to the company's revenue as compared to 53% in FY18
- EBITDA of Rs. 1,386 Crore, up 38% YoY with margins of 26%.
- R&D of Rs. 244 Crore – 4.6% to segment sales. R&D debited to P&L is Rs. 190 Crore – 3.6% to segment sales

B. Life Science Ingredients Segment

- LSI revenue at Rs. 3,545 Crore, up 7% YoY, contributing 39% to the company's revenues
- EBITDA at Rs 445 Crore with a margin of 13%.

C. Others Segment (Including Drug Discovery and India Branded Pharmaceuticals)

- Revenues at Rs. 242 Crore, up 24% and contributing 3% to total revenues
- EBITDA was at Rs. 4 Crore as compared to Rs. (9) Crore.

Q4'FY19 Highlights

Consolidated

- Consolidated revenue at Rs. 2,386 Crore, up 6% YoY
- EBITDA at Rs. 351 Crore, with margin of 15%.
- Finance costs at Rs 62 Crore as compared with Rs 72 Crore last year.
- Normalised PAT at Rs. 135 Crore with Normalised EPS at Rs. 8.5 for Re. 1 FV.
- Capital Expenditure of Rs. 165 Crore

Segment Wise Analysis

A. Pharmaceuticals Segment

- Pharmaceuticals revenue at Rs. 1,399 Crore, up 13% YoY, contributing 59% to the company's revenues
- Segment EBITDA at Rs 287 Crore with a margin of 21%.
- R&D spent during the quarter of Rs. 68 Crore – 4.8% to segment sales. R&D debited to P&L is Rs. 51 Crore – 3.7% to segment sales

B. Life Science Ingredients Segment

- LSI revenue of Rs. 912 Crore vis-a-vis Rs 968 Crore in Q4 last year
- LSI segment's EBITDA at Rs. 101 Crore with a margin of 11%.

C. Others Segment

- Revenues up 45% YoY to Rs. 74 Crore, contributing 3% to company's total revenues
- Segment's EBITDA at Rs. (3) Crore as compared to Rs. 5 Crore in Q4'FY18.

Outlook

The Company continues to work on its strategic focus on being closer to the customer and further strengthening its leadership position in defined businesses. We expect stable performance in FY20. The Pharma segment is expected to continue to deliver steady revenues with range bound margins across businesses. In LSI segment, growth will be led by Nutrition and Specialty Intermediates businesses. The company is focused on generating operating cash to invest in building a R&D led product pipeline particularly in Specialty Pharmaceuticals business and on strengthening of its balance sheet by reducing debt to ensure sustainable growth.

Particulars	Q4 FY 18	Q4 FY19	YoY Growth	12M FY18	12M FY19	YoY Growth
	(Rs Crs)		(%)	(Rs Crs)		(%)
Total Revenue from Operations (Net of Excise)	2252	2386	6%	7518	9111	21%
Pharmaceuticals	1233	1399	13%	3995	5324	33%
Life Science Ingredients	968	912	(6%)	3328	3545	7%
Others	51	74	45%	194	242	24%
Total Expenditure	1794	2028	13%	5999	7372	23%
Other Income	23	(7)	-	40	36	(11%)
Segment EBITDA	496	385	(22%)	1627	1835	13%
Pharmaceuticals	304	287	(5%)	1004	1386	38%
Life Science Ingredients	187	101	(46%)	632	445	(30%)
Others	5	(3)	-	(9)	4	-
Corporate (Expenses)/Income	(15)	(34)	125%	(69)	(60)	(12%)
Reported EBITDA	481	351	(27%)	1558	1775	14%
Depreciation and Amortization (Incl. One Time Charge)	182	95	(48%)	415	371	(11%)
Finance Cost	72	62	(15%)	284	220	(23%)
Profit before Tax	227	195	(14%)	859	1184	38%
Exceptional Item	0	(235)	-	0	(280)	-
Profit before Tax (after Exceptional Items)	227	(40)	-	859	904	5%
Tax Expenses (Net)	74	61	(18%)	225	327	45%
Minority Interest	(2)	(1)	-	(8)	3	-
PAT	155	(99)	-	643	574	(11%)
Normalised PAT	226	135	(40%)	714	855	20%
Earnings Per Share - Face Value Re. 1 (Rs.)	9.9	(6.4)	-	41.2	36.9	(11%)
Normalised Earnings Per Share - Face Value Re. 1 (Rs.)	14.5	8.5	(41%)	45.9	53.7	17.0%
Segment EBITDA Margins	22.0%	16.1%		21.6%	20.1%	
Pharmaceuticals	24.6%	20.5%		25.1%	26.0%	
Life Science Ingredients	19.3%	11.0%		19.0%	12.6%	
Others	9.4%	(3.5%)		(4.7%)	1.8%	
Reported EBITDA Margin	21.3%	14.7%		20.7%	19.5%	
Normalised Net Margins	10.1%	5.7%		9.5%	9.4%	

Note - Pursuant to settlement of IFC convertible loan, during the quarter ended 31 March 2019, JPL has recognised current period charge under exceptional items of Rs 234.8 Crore and for the year ended of Rs 280.2 Crore.



Earnings Call details

The company will host earnings call at 5.00 PM IST on May 17, 2019, to discuss the performance and answer questions from participants.

Participants can dial-in on the numbers below

Primary Number: + 91 22 6280 1141 / + 91 22 7115 8042

Local Access Number: +91-7045671221 (Available all over India)

Toll Free Numbers:

USA: 1 866 746 2133

UK: 0 808 101 1573

Singapore: 800 101 2045

Hong Kong: 800 964 448

About Jubilant Life Sciences Limited

Jubilant Life Sciences Limited is an integrated global pharmaceutical and life sciences company engaged in Pharmaceuticals, Life Science Ingredients and Other businesses including Drug Discovery Solutions and India Branded Pharmaceuticals. The Pharmaceuticals segment, through its wholly owned subsidiary Jubilant Pharma Limited, is engaged in manufacturing and supply of APIs, Solid Dosage Formulations, Radiopharmaceuticals, Allergy Therapy Products and Contract Manufacturing of Sterile Injectibles and Non-sterile products through 6 USFDA approved manufacturing facilities in the US, Canada and India and a network of over 50 radio-pharmacies in the US. The Life Science Ingredients segment, is engaged in Specialty Intermediates, Nutritional Products and Life Science Chemicals through 6 manufacturing facilities in India. The Drug Discovery Solutions business, provides proprietary in-house innovation & collaborative research and partnership for out-licensing through 2 world class research centers in India. Jubilant Life Sciences Limited has a team of around 7,700 multicultural people across the globe and is committed to deliver value to its customers across over 100 countries. The Company is well recognized as a 'Partner of Choice' by leading pharmaceuticals and life sciences companies globally. For more info: www.jubl.com.

For more information, please contact:

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