



Jubilant Life Sciences Ltd.

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PRESS RELEASE

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JUBILANT LIFE SCIENCES – Q1'FY21 RESULTS

- **Q1'FY21 Revenue at Rs 1,893 Crore vs. Rs 2,182 Crore in Q1'FY20;**
- **Q1'FY21 EBITDA at Rs 310 Crore vs. Rs 444 Crore in Q1'FY20**

The Board of Jubilant Life Sciences Limited, an integrated global pharmaceutical and life sciences company, met today to approve financial results for the quarter ended June 30, 2020.

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

"During the quarter, we worked diligently towards employees' safety while continuing to serve our global customers by maintaining our operations.

The company's performance in the LSI business has been better in EBITDA as well as in margins on both year-on-year as well as quarter-on-quarter due to good demand and improved pricing of select products. We maintained business continuity in all the manufacturing sites. DDDS segment witnessed year-on-year growth in revenues as well as EBITDA led by healthy demand from customers.

The Company's performance in the Pharma business had a temporary negative impact due to production suspension at our API plant. This facility has resumed operations from the month of June 2020 and since then it has been operating at a normal capacity. We are witnessing strong demand conditions and improved pricing environment. Our Radiopharma and Allergy business saw an interim decline in revenues due to postponement of elective procedures led by COVID-19 related restrictions on hospital visitations. Adverse impact in these businesses was mitigated by growth in CMO and Dosage businesses.

With the gradual opening of the US healthcare markets, demand conditions in our Radiopharma and Allergy business have started improving from second half of Q1'FY21 with substantial normalisation achieved June 2020 onwards. In our CMO business, we have entered into four separate clinical and commercial supply agreements for the GMP manufacture of novel COVID-19 treatment and vaccine candidates. Strong demand conditions in this business, along with our business development initiatives, promise upside to performance in the near term.

Overall, barring unforeseen circumstances, we expect strong performance in our Pharma, LSI and DDDS business in the remaining three quarters of FY21. During Q1'FY21, the Company reduced net debt on a constant currency basis by Rs 343 Crore."

In the first week of August 2020, the Company launched its remdesivir product in the India and other countries under the brand name 'JUBI-R'.

The Company has taken several measures to tide over the COVID-19 induced challenges. We are confident of delivering sustained growth in the medium term on back of our leadership position in various businesses and growth strategies.



Q1'FY21 Highlights

Consolidated

- Revenue at Rs 1,893 Crore, as compared with Rs 2,182 Crore in Q1'FY20
- Reported EBITDA at Rs 310 Crore as compared with Rs 444 Crore in Q1'FY20. EBITDA margin at 16.4% vs. 20.4% in Q1'FY20
- Adjusted EBITDA after one-off expenses at Rs 318 Crore as compared with Rs 478 Crore in Q1'FY20. Adjusted EBITDA margin for the quarter was 16.8% vs. 21.9% in Q1'FY20
- Finance costs at Rs 76 Crore vs. Rs 73 Crore in Q1'FY20
- Net Profit at Rs 88 Crore versus Rs 185 Crore in Q1'FY20. EPS of Rs 5.53 vs. Rs 11.61 in Q1'FY20
- Capital expenditure for the quarter was Rs 71 Crore
- Net debt on a constant currency basis reduced by Rs 343 Crore during Q1'FY21

Segment Wise Analysis

A. Pharmaceuticals Segment

- Pharmaceuticals revenue was at Rs 1,096 Crore vs. Rs 1,328 Crore in Q1'FY20
- Pharmaceuticals EBITDA at Rs 179 Crore as compared with Rs 330 Crore in Q1'FY20 with a margin of 16.3% as compared to 24.8% in Q1'FY20
- Pharmaceuticals adjusted EBITDA at Rs 184 Crore vs. Rs 355 Crore in Q1'FY20 with a margin of 16.8% as compared to 26.8% in Q1'FY20
- R&D spent during the quarter of Rs 57 Crore – 5.2% to segment sales. R&D debited to P&L is Rs 43 Crore – 3.9% to segment sales
- The Company launched its remdesivir product under the brand name 'JUBI-R' in India and other markets in the first week of August 2020

B. Life Science Ingredients Segment

- LSI revenue was at Rs 737 Crore against Rs 805 Crore in Q1'FY20
- Strong growth witnessed in Nutritional Products business though Specialty Intermediates and Life Science Chemicals businesses faced headwinds due to temporary impact on demand during beginning of quarter due to COVID-19
- EBITDA at Rs 124 Crore increased by 2% YoY with margin of 16.8% as compared to 15.1% in Q1'FY20
- Strong improvement in profitability of Nutritional Products and Specialty Intermediates businesses, driven by better product prices including that of Vitamin B3

C. Drug Discovery & Development Solutions¹ Segment

- DDDS revenue at Rs 60 Crore increased by 26% YoY led by growth in Drug Discovery Services business
- EBITDA at Rs 15.7 Crore vs. Rs 8.5 Crore in Q1'FY20 with a margin of 26.0% vs. 17.7% in Q1 last year
- In July 2020, the company announced completion of the merger of Jubilant Chemsys Limited with Jubilant Biosys Limited. The combined entity will operate as Jubilant Biosys Limited. The merger will simplify operations and provide customers with a single brand access for a wide range of discovery, IND and PR&D and GMP development services

1. *Drug Discovery & Development Solutions include the Drug Discovery Services (Jubilant Biosys) business and Proprietary Drug Discovery business (Jubilant Therapeutics)*

D. Business Outlook

- We have seen substantial improvement in demand in most of our business segments from June 2020 onwards be it Specialty Pharma, CMO, API or Specialty Intermediates
- Given the strong demand recovery and new business sign-ups, we believe COVID-19 is not likely to have a material impact on our overall performance during FY21, provided the pandemic situation does not materially deteriorate going forward
- Overall, we expect strong performance in our Pharma, LSI and DDS business in the remaining three quarters of FY21
- For Pharmaceutical business, we expect substantially better performance in the remaining three quarters of FY21
- For LSI business, we expect to achieve close to double digit growth in revenues and significant growth in EBITDA with higher margins and a very healthy cash generation in FY21

Particulars ¹	Q1'FY20	Q1'FY21	YoY Growth
Total Revenue from Operations	2,182	1,893	(13%)
Pharmaceuticals	1,328	1,096	(18%)
Life Science Ingredients	805	737	(9%)
Drug Discovery & Development Solutions	48	60	26%
Total Expenditure	1,747	1,602	(8%)
Other Income	10	7	
Segment EBITDA	460	318	(31%)
Pharmaceuticals	330	179	(46%)
Life Science Ingredients	122	124	2%
Drug Discovery & Development Solutions	8	16	85%
Unallocated Corporate (Expenses)/Income	(16)	(8)	
Reported EBITDA	444	310	(30%)
Depreciation and Amortization	103	112	9%
Finance Cost	73	76	5%
Profit before Tax	269	122	(55%)
Profit before Tax (After Exceptional Items)	269	122	(55%)
Tax Expenses (Net)	84	34	(59%)
PAT	185	88	(52%)
EPS - Face Value Re. 1 (Rs.)	11.61	5.53	
Normalised PAT	185	88	(52%)
Normalised EPS - Face Value Re. 1 (Rs.)	11.61	5.53	(52%)
Segment EBITDA Margins	21.1%	16.8%	
Pharmaceuticals	24.8%	16.3%	
Life Science Ingredients	15.1%	16.8%	
Drug Discovery & Development Solutions	17.7%	26.0%	
Reported EBITDA Margin	20.4%	16.4%	
Net Margin	8.5%	4.6%	
Normalised Net Margin	8.5%	4.6%	

1. All figures are in Rs Crore unless otherwise stated



Earnings Call details

The company will host earnings call at 5.00 PM IST on Sep 4, 2020, 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 Drug Discovery & Development Solutions businesses. Pharma business through Jubilant Pharma Limited Singapore (JPL) is engaged in manufacturing and supply of Radiopharmaceuticals with a network of over 50 radio-pharmacies in the US, Allergy Therapy Products, Contract Manufacturing of Sterile Injectables & Non-sterile products, APIs and Solid Dosage Formulations through six USFDA approved manufacturing facilities in the US, Canada and India. The Life Science Ingredients segment, is engaged in Specialty Intermediates, Nutritional Products and Life Science Chemicals through five manufacturing facilities in India. Drug Discovery & Development Solutions comprises Drug Discovery Services (DDS) business through Jubilant Biosys Limited and Proprietary Drug Discovery business through Jubilant Therapeutics. DDS provides innovation and collaborative research through two world class research centers in Bangalore and Noida in India and Proprietary Drug Discovery is an innovative biopharmaceutical company developing breakthrough therapies in the area of oncology and auto-immune disorders. Jubilant Life Sciences Limited has a team of around 8,000 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 please visit: www.jubl.com.

For more information, please contact:

For Investors

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