

PRESS RELEASE

Noida, Wednesday, November 4, 2020

JUBILANT LIFE SCIENCES – Q2 & H1'FY21 RESULTS

- **Q2'FY21 Revenue at Rs 2,375, Crore vs. Rs 2,266 Crore in Q2'FY20**
- **Q2'FY21 EBITDA at Rs 493 Crore vs. Rs 481 Crore in Q2'FY20**
- **H1'FY21 Revenue at Rs 4,268 Crore vs. Rs 4,448 Crore in H1'FY20**
- **H1'FY21 EBITDA at Rs 804 Crore vs. Rs 925 Crore in H1'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 September 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:

"Q2'FY21 has witnessed a substantial improvement over the previous quarter despite continued adverse impact of the COVID-19 pandemic in at least the first half of Q2.

The company's performance in the LSI business has been better in EBITDA as well as in margins 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 strong year-on-year growth in revenues led by healthy demand from customers.

Pharma business performance improved substantially QoQ led by growth in CMO and Generics. Radiopharma continued to have a temporary negative impact due to COVID-19 related restrictions on hospital visitations. With the gradual opening of the US healthcare markets, demand conditions have started improving and Allergy business is already at Pre-COVID level during Q2'FY21. We continue to see new business opportunities in CDMO, Generics and Specialty Pharma segments.

With the strong demand recovery and new business sign-ups, we expect strong performance in our Pharma, LSI and DDDS businesses in the H2'FY21.

During H1'FY21, the Company reduced net debt on a constant currency basis by Rs 193 Crore."

Q2'FY21 Highlights

A. Consolidated

- Revenue at Rs 2,375 Crore, as compared with Rs 2,266 Crore in Q2'FY20
 - Reported EBITDA at Rs 493 Crore as compared with Rs 481 Crore in Q2'FY20. EBITDA margin at 20.8% vs. 21.2% in Q2'FY20
 - Finance costs at Rs 64 Crore vs. Rs 72 Crore in Q2'FY20
 - Net Profit at Rs 224 Crore versus Rs 249 Crore in Q2'FY20. EPS of Rs 14.1 vs. Rs 15.7 in Q2'FY20. Q2'FY20 had lower tax incidence due to deferred tax liability reversal of Rs 50 Crore. Adjusting for the tax reversal, PAT is up 12% YoY.
 - Capital expenditure for the quarter was Rs 110 Crore
-



Segment Wise Analysis

B. Pharmaceuticals Segment

- Pharmaceuticals revenue was at Rs 1,516 Crore vs. Rs 1,452 Crore in Q2'FY20
- Pharmaceuticals EBITDA recorded at Rs 343 Crore as compared with Rs 386 Crore in Q2'FY20 with a margin of 22.6% as compared to 26.6% in Q2'FY20
- R&D spent during the quarter of Rs 51 Crore – 3.3% to segment sales. R&D debited to P&L is Rs 40 Crore – 2.6% 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. Further to this, the Company has launched its remdesivir product in multiple countries and filed dossiers in several others
- Strategic partnership with SOFIE Biosciences, an innovation leader in molecular theranostics. Jubilant, with 25% equity holding, will be the largest shareholder of SOFIE. SOFIE's business lines are highly synergistic to Jubilant Radiopharma

C. Life Science Ingredients Segment

- LSI revenue was at Rs 784 Crore against Rs 753 Crore in Q2'FY20
- Strong growth in revenue is driven by improved pricing in Nutritional products & Specialty Intermediates segments and higher demand in Life Sciences Chemical
- EBITDA at Rs 139 Crore increased by 52% YoY with margin of 17.7% as compared to 12.1% in Q2'FY20
- Strong improvement in profitability is driven by improvement in prices of Nutritional Products and Specialty Intermediates

D. Drug Discovery & Development Solutions Segment

- Revenue at Rs 75 Crore increased by 23% YoY led by growth in Drug Discovery Services business
- Reported EBITDA at Rs 21 Crore vs. Rs 19 Crore in Q2'FY20 with a margin of 27.4% vs. 30.5% in Q2'FY20
- 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

H1'FY21 Highlights

E. Consolidated

- Consolidated Revenue at Rs 4,268 Crore vs. Rs 4,448 Crore in H1'FY20
- EBITDA at Rs 804 Crore vs. Rs 925 Crore in H1'FY21. EBITDA margin at 18.8% vs. 20.8% in H1'FY20
- Finance costs at Rs 140 Crore down 3% YoY
- Net Profit at Rs 312 Crore vs. Rs 434 Crore in H1'FY20. EPS of Rs 19.6 vs. Rs 27.3 in H1'FY20
- Capex in H1'FY21 of Rs 199 Crore
- Net debt is down by Rs 193 Crore during H1'FY21

Segment Wise Analysis

F. Pharmaceuticals Segment

- Pharmaceuticals revenue at Rs 2,612 Crore vs. Rs 2,781 Crore in H1'FY21
 - EBITDA at Rs 521 Crore vs. Rs 716 Crore in H1'FY20. Margin of 20.0% as compared to 25.7% in H1'FY20
-



- R&D spent during H1 at Rs 107 Crore – 4.1% to segment sales. R&D debited to P&L is Rs 83 Crore – 3.2% to segment sales

G. Life Science Ingredients Segment

- LSI revenue at Rs 1,520 Crore vs Rs 1,559 Crore in H1'FY21
- EBITDA at Rs 263 Crore up 23% YoY with margin of 17.3% as compared to 13.7% in H1'FY20

H. Drug Discovery & Development Solutions Segment

- Revenues at Rs 132 Crore up 21% YoY
- EBITDA was at Rs 38 Crore up from Rs 30 Crore in H1'FY20

I. Business Outlook

- We continue to see improvement in demand in most of our business segments 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 DDDS business in the second half of FY21
 - For Pharmaceutical business, we expect Q3 and Q4 performance to further improve over Q2
 - 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
-



Income Statement – Q2 & H1'FY21

Particulars ¹	Q2'FY20	Q2'FY21	YoY (%)	H1'FY20	H1'FY21	YoY (%)
Total Revenue from Operations	2,266	2,375	5%	4,448	4,268	(4%)
Pharmaceuticals	1,452	1,516	4%	2,781	2,612	(6%)
Life Science Ingredients	753	784	4%	1,559	1,520	(2%)
Drug Discovery & Development Solutions	61	75	23%	109	132	21%
Proprietary Novel Drugs	-	-		-	4	
Total Expenditure	1,797	1,889	5%	3,545	3,479	(2%)
Other Income	12	7		22	15	
Segment EBITDA	490	503	3%	950	822	(14%)
Pharmaceuticals	386	343	(11%)	716	521	(27%)
Life Science Ingredients	91	139	52%	213	263	23%
Drug Discovery & Development Solutions	19	21	11%	30	38	28%
Proprietary Novel Drugs	(6)	1	-	(9)	(1)	-
Unallocated Corporate (Expenses)/Income	(9)	(10)	-	(25)	(18)	-
Reported EBITDA	481	493	3%	925	804	(13%)
Depreciation and Amortization	117	116	(1%)	220	228	4%
Finance Cost	72	64	(11%)	144	140	(3%)
Profit before Tax	292	314	7%	561	436	(22%)
Profit before Tax (After Exceptional Items)	292	314	7%	561	436	(22%)
Tax Expenses (Net)	43	90	109%	127	124	(3%)
PAT	249	224	(10%)	434	312	(28%)
EPS - Face Value Re. 1 (Rs.)	15.7	14.1		27.3	19.6	(28%)
Segment EBITDA Margins	21.6%	21.2%		21.4%	19.2%	
Pharmaceuticals	26.6%	22.6%		25.7%	20.0%	
Life Science Ingredients	12.1%	17.7%		13.7%	17.3%	
Drug Discovery & Development Solutions	30.5%	27.4%		27.7%	29.2%	
Reported EBITDA Margin	21.2%	20.8%		20.8%	18.8%	
Net Margin	11.0%	9.4%		9.8%	7.3%	

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 November 04, 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

Replay: November 04 to November 11, 2020

Dial-in: +91 22 7194 5757/ +91 22 66635757

Playback ID: 81609#



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 49 radio-pharmacies in the US, Allergy Therapy Products, Contract Manufacturing of Sterile Injectables and 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 (DDDS) 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 information, please visit: www.jubl.com.

For more information, please contact:

For Investors

Hemant Bakhru | Pavleen Taneja
Jubilant Life Sciences Limited
Ph: +91-120 436 1002 | 21
E-mail: hemant.bakhru@jubl.com
pavleen.taneja@jubl.com

Siddharth Rangnekar
CDR India
Ph: +91 22 6645 1209
E-mail: siddharth@cdr-india.com

For Media

Sudhakar Safaya
Jubilant Life Sciences Limited
Ph: +91-120 436 1034
E-mail: sudhakar.safaya@jubl.com

Clayton Dsouza
Madison Public Relations
E-mail: clayton.dsouza@madisonpr.in
Phone number: +91 9930011602

Disclaimer

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 Life Sciences 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.