Financial Results

Quarter & Year Ended March 31, 2022

Conference Call Details

Date : May 27, 2022
Time : 05:00 pm IST

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Toll Free Number	USA: 1 866 746 2133 UK: 0 808 101 1573 Singapore: 800 101 2045 Hong Kong: 800 964 448

Replay: May 27 to June 03, 2022
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Playback ID: 75517#

Chairmen's Message

Jubilant Pharmova Q4 and FY22 Key Financial Parameters

Particulars[1,2]	Q4'FY21	Q4'FY22	FY21	FY22
Total Revenue from Operations	**1,580**	**1,528**	**6,099**	**6,130**
Reported EBITDA	**381**	**244**	**1,414**	**1,168**
Reported EBITDA margin (%)	24.1%	16.0%	23.2%	19.0%
Profit After Tax	**173**	**59**	**574**	**413**
PAT margin (%)	10.9%	3.9%	9.4%	6.7%
EPS (Rs)	**10.86**	**3.74**	**36.05**	**26.00**

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

"In FY 2022, the Company reported stable revenues, despite COVID-19 challenges, due to the diverse range of our businesses. Improved performance in Specialty Pharma business and strong growth in the Contract Research business was offset by lower revenues in the CMO, API and Generics businesses.

In Q4'FY22, the Company witnessed healthy improvement in operating performance sequentially due to growth in both Pharmaceuticals and Contract Research businesses, however on a YoY basis performance stood lower due to weaker performance in the Pharmaceuticals segment.

The Pharmaceuticals segment sequentially witnessed healthy improvement in revenues in all businesses. On a YoY basis, we witnessed growth in Radiopharma and Allergy Immunotherapy businesses and lower performance in CMO business due to tapering of COVID related revenues, lower volumes in Generics business due to import alert and lower volumes in API business.

The Contract Research and Development Services business, continued to witness strong growth both on a YoY and sequential basis driven by robust demand from our customers for our Drug Discovery Services.

In the Proprietary Novel Drugs business, our lead program – LSD1/HDAC6 inhibitor has successfully started Phase I/ II trials. Additional IND filings with FDA for pipeline programs are expected to follow in FY 23

We are glad to share that the API demerger is progressing as per plan and is expected to be effective from July 2022 onwards with April 1, 2022 as the appointed date. This demerger will enable to create Synergies between CRO & CDMO businesses and help in supporting our customers for their needs from early stage of research to commercialization of active ingredients, and will provide competitive edge to this business.

We are also glad to share that the Board has recommended a final dividend of 500% i.e. Rs 5 per equity share of face value of Re 1 each for the FY'22

We would like to mention that over the medium term, we have strong growth levers in all our businesses. To drive growth in these businesses, Company will continue to invest accordingly."

1. *All figures are in Rs Crore unless otherwise stated; 2. Q4'FY21 and FY21 financials include only continuing business*

Q4'FY22 Results Analysis

Q4'FY22 Financial Highlights

Particulars[1,2]	Q4'FY21	Q4'FY22	YoY (%)
Revenue			
Pharmaceuticals	**1,486**	**1,380**	**-7%**
Contract Research and Development Services	**94**	**142**	**51%**
Proprietary Novel Drugs	**0**	**0**	**-**
Unallocable Corporate Income	0	6	-
Total Revenue from Operations	**1,580**	**1,528**	**-3%**
EBITDA			
Pharmaceuticals	**366**	**223**	**-39%**
Contract Research and Development Services	**41**	**53**	**30%**
Proprietary Novel Drugs	**-5**	**-12**	**-**
Unallocated Corporate Expenses	-21	-20	
Reported EBITDA	**381**	**244**	**-36%**
Profit before Tax	**256**	**106**	**-59%**
Tax Expenses (Net)	83	47	-44%
PAT	**173**	**59**	**-66%**
EBITDA Margins			
Pharmaceuticals	**24.6%**	**16.2%**	
Contract Research and Development Services	**43.7%**	**37.6%**	
Reported EBITDA	**24.1%**	**16.0%**	
Net Margin	**10.9%**	**3.9%**	

Geography wise revenue

Particulars	Q4'FY21	Q4'FY22	YoY (%)
India	47	46	(2%)
North America	1,310	1,261	(4%)
Europe and Japan	114	117	2%
RoW	108	104	(4%)
Total	**1,580**	**1,528**	**(3%)**

1. *All figures are in Rs Crore unless otherwise stated*
2. *Q4'FY21 financials include only continuing business*

- Revenue was at Rs 1,528 Crore versus Rs 1,580 Crore in Q4'FY21
  - Pharmaceuticals revenue at Rs 1,380 Crore as compared to Rs 1,486 Crore in Q4'FY21
  - Contract Research and Development Services witnessed strong growth with revenue at Rs 142 Crore as against Rs 94 Crore in Q4'FY21
- Reported EBITDA at Rs 244 Crore versus Rs 381 Crore in Q4'FY21
  - Pharmaceuticals EBITDA at Rs 223 Crore as against Rs 366 Crore in Q4'FY21 with margin of 16.2% as compared to 24.6% in Q4'FY21
  - Contract Research and Development Services EBITDA at Rs 53 Crore as compared to Rs 41 Crore in Q4'FY21; Q4'FY22 margin at 37.6% vs. 43.7% in Q4'FY21
- Finance costs at Rs 40 Crore vs. Rs 43 Crore in Q4'FY21. Lower finance cost was due to lower gross debt and lower cost of debt in Q4'FY22 vs Q4 last year.
- PAT was at Rs 59 Crore as compared with Rs 173 Crore in Q4'FY21
- EPS is Rs 3.74 versus Rs 10.86 in Q4'FY21
- Capital expenditure for the quarter was Rs 87 Crore

Pharmaceuticals Segment Highlights – Q4'FY22 (1/2)

Particulars[1,2]	Q4'FY21	Q4'FY22	YoY (%)
Revenue	**1,486**	**1,380**	**-7%**
Specialty Pharma	602	695	15%
CDMO	574	466	(19%)
Generics	309	219	(29%)
Reported EBITDA	366	223	(39%)
Reported EBITDA Margin (%)	24.6%	16.2%	

- Pharmaceuticals revenue at Rs 1,380 Crore vs. Rs 1,486 Crore in Q4'FY21

Specialty Pharmaceuticals[3]

- Radiopharma business witnessed improvement in sales both YoY and sequentially, driven by recovery from easing of COVID-19 pandemic and some customer order scheduling
  - Ruby-Fill installations shows encouraging trend, increased strongly during Q4'FY22 vs. Q3'FY22
  - Radiopharmacy business witnessed growth YoY due to higher volumes. Turnaround plan is working well reflected by higher volumes and lower losses
- Allergy Immunotherapy continued to report robust performance reflected by growth in volumes both YoY and sequentially. Business continues to operate at volumes higher than pre-COVID levels. In addition to robust growth in the US market, business witnessing healthy growth in Non-US markets as well

Geography Wise Revenue

Particulars	Q4'FY21	Q4'FY22	YoY (%)
India	46	39	(14%)
North America	1,226	1,144	(7%)
Europe and Japan	109	102	(7%)
RoW	105	95	(10%)
Total	**1,486**	**1,380**	**(7%)**

1. *All figures are in Rs Crore unless otherwise stated*
2. *Q4'FY21 financials include only continuing business*
3. *Specialty Pharmaceuticals comprises Radiopharma and Allergy Immunotherapy (AIT) Products*

Pharmaceuticals Segment Highlights – Q4'FY22 (2/2)

USFDA Inspection Details

Facility	Last Inspection
Montreal, Radiopharma	Sep, 2017
Montreal, CMO	May, 2018
Nanjangud	Dec, 2018
Salisbury	Feb, 2020
Roorkee	Mar, 2021
Spokane	Aug, 2021

Product Pipeline as on March 31, 2022

Dosage (Orals) (#)			
	Filings	Approved	Pending
US	98	62	36
Canada	24	23	1
Europe	37	34	3
ROW	42	40	2
Steriles (#)			
	Filings	Approved	Pending
US	13	11	2
Canada	18	18	0
Europe	2	2	0
ROW	12	10	2

CDMO[1]

- CMO business is operating at normal pre-pandemic levels now, COVID related one-off deals tapered off as indicated earlier
- API business witnessed better performance sequentially, however on YoY basis performance was lower due to decline in volumes resulting from stabilization issues after shutdown in Q3'FY22.

Generics[2]

- Business performance was driven by
  - Lower volumes due to import alert at Roorkee plant
  - Pricing pressure in the US market
  - Lower Remdesivir sales due to fewer hospitalisations
- Business has relaunched impurity free Losartan HCTZ in the market and gaining market share. We have also recently launched impurity free Losartan and expect to gain market share in Q1'FY23
- With regards to Roorkee import alert, our remediation activities are ongoing as per plan and we expect to complete the same by mid of CY 2022

EBITDA

- EBITDA was recorded at Rs 223 Crore as compared with Rs 366 Crore in Q4'FY21 and Rs 178 Crore in Q3'FY22 . EBITDA margin of 16.2% as compared to 24.6% in Q4'FY21 and 15% in Q3'FY22
- In Q4'FY22, on YoY basis while Radiopharma business' profitability increased due to recovery from Covid-19, overall profitability in Pharmaceuticals segment was lower due to the impact of Import alert, lower volumes in API business, tapering of COVID related one-off deals in CMO business and pricing pressure in the US generics market

1. *Contract Development and Manufacturing (CDMO) business comprises CMO and API businesses*
2. *Generics business refers to the company's solid dosage formulations business and the India Branded Pharmaceuticals business*

Contract Research and Development Services – Q4'FY22

Particulars[1,2]	Q4'FY21	Q4'FY22	YoY (%)
Revenue	94	142	51%
Reported EBITDA	41	53	30%
Reported EBITDA Margin (%)	43.7%	37.6%	

- Contract Research and Development Services business through Jubilant Biosys Limited provides innovative and collaborative research and development services from world class research centers in Noida and Bangalore in India
- State of the art Greater Noida facility was commissioned in September 2021
- Revenue at Rs 142 Crore increased by 51% YoY led by robust volume growth
  - Higher demand from biotech companies for integrated services, functional chemistry and DMPK, Discovery Biology and Clinical trial data management support trough Trial stat, Canada.
  - Volumes increase supported by the recently commissioned facility at Greater Noida
  - Strong capex plan underway in view of robust demand conditions in this business
- Reported EBITDA at Rs 53 Crore vs. Rs 41 Crore in Q4'FY21 with a margin of 37.6% vs. 43.7% in Q4'FY21

Geography Wise Revenue

Particulars	Q4'FY21	Q4'FY22	YoY (%)
India	1	1	(35%)
North America	84	117	39%
Europe and Japan	5	15	185%
RoW	3	9	193%
Total	**94**	**142**	**51%**

1. *All figures are in Rs Crore unless otherwise stated*
2. *Q4'FY21 financials include only continuing business*

Jubilant Therapeutics: Clinical stage precision therapeutics company addressing significant unmet medical needs in oncology and autoimmune diseases

State-of-the-art Discovery Engine	Proven discovery engine with structure-based drug discovery expertise and a track record of partnerships with biotech and large pharma. Rapid discovery capabilities for first-in-class and validated but intractable targets in oncology & autoimmune diseases. Multiple brain penetrant programs.
Differentiated Pipeline	Novel first-in-class dual LSD1/HDAC6 inhibitor (JBI-802) with synergistic anti-tumor activity Potential best-in-class brain penetrant PRMT5 inhibitor (JBI-778) with differentiated safety and exposure Oral brain penetrant PD-L1 inhibitor – First ever potential checkpoint therapy for brain tumors Novel PAD4 inhibitor with potential first-in-class profile in tumor metastasis and autoimmune disorders
Multiple Near-Term Catalysts	Dual LSD1/HDAC6 IND accepted by FDA, Phase I/ II studies ongoing Anticipating the submission of additional INDs in 2022/ 2023
Experienced Leadership	Management Team, Board of Directors, and Scientific Advisory Board comprised of leading experts with decades of highly relevant experience in drug discovery and development
Premier Academic Collaborations	Multiple academic collaborations and partnerships with premier institutions including Wistar Institute, Boston Children's Hospital, Harvard Medical School and Tel Aviv University, Israel

Jubilant Therapeutics: Differentiated portfolio in oncology & autoimmune diseases

PROGRAM	INDICATIONS	HIT TO LEAD	LEAD OPTIMIZATION	PRE-CLINICAL (IND)	CLINICAL	MILESTONES	COMMERCIAL RIGHTS
JBI-802 LSD1/HDAC6 Dual Inhibitor	Neuroendocrine Tumors, SCLC, AML, MPN, MDS					Phase I/ II ongoing	JUBILANT THERAPEUTICS
JBI-778 PRMT5 Inhibitor	Glioblastoma, Brain Metastases, MCL					IND 2022	JUBILANT THERAPEUTICS
JBI-2174 PD-L1 Inhibitor	Brain tumor and Metastases, GI Track Cancers					IND 2023	JUBILANT THERAPEUTICS
JBI-1044 PAD4 Inhibitor	RA, HS, Vasculitis, Liver Metastases					IND 2023	JUBILANT THERAPEUTICS
EGFR[1]	Oncology						FRAZIER HEALTHCARE PARTNERS
BRD4	Oncology						CHECKPOINT THERAPEUTICS

Multiple difficult-to-target precision therapeutics oncology programs in discovery stage

[1]*Blueprint Medicines acquired Lengo Therapeutics (Frazier Healthcare entity) for $250M in cash plus $215M in milestone payments*

FY22 Results Analysis

FY22 Financial Highlights

Particulars[1,2]	FY21	FY22	YoY (%)
Revenue			
Pharmaceuticals	**5,790**	**5,651**	**-2%**
Contract Research and Development Services	**305**	**457**	**50%**
Proprietary Novel Drugs	**4**	**2**	**-50%**
Unallocable Corporate Income	0	20	-
Total Revenue from Operations	**6,099**	**6,130**	**1%**
EBITDA			
Pharmaceuticals	**1,386**	**1,087**	**-22%**
Contract Research and Development Services	**109**	**169**	**56%**
Proprietary Novel Drugs	**-13**	**-35**	
Unallocated Corporate Expenses	-67	-54	
Reported EBITDA	**1,414**	**1,168**	**-17%**
Profit before Tax (After Exceptional Items)	**871**	**630**	**-28%**
Tax Expenses (Net)	297	217	-27%
PAT	**574**	**413**	**-28%**
EBITDA Margins			
Pharmaceuticals	**23.9%**	**19.2%**	
Contract Research and Development Services	**35.6%**	**37.0%**	
Reported EBITDA	**23.2%**	**19.0%**	
Net Margin	**9.4%**	**6.7%**	

Geography wise revenue

Particulars	FY21	FY22	YoY (%)
India	271	328	21%
North America	4,860	4,978	2%
Europe and Japan	491	397	(19%)
RoW	477	427	(10%)
Total	**6,099**	**6,130**	**1%**

1. *All figures are in Rs Crore unless otherwise stated*
2. *FY21 financials include only continuing business*

- Revenue was Rs 6,130 Crore versus Rs 6,099 Crore in FY21
  - Pharmaceuticals revenue at Rs 5,651 Crore as compared to Rs 5,790 Crore in FY21
  - Contract Research and Development Services witnessed strong growth with revenue at Rs 457 Crore as against Rs 305 Crore in FY21
- Reported EBITDA at Rs 1,168 Crore versus Rs 1,414 Crore in FY21
  - Pharmaceuticals EBITDA at Rs 1,087 Crore as against Rs 1,386 Crore in FY21 with margin of 19.2% as compared to 23.9% in FY21
  - Contract Research and Development Services EBITDA at Rs 169 Crore as compared to Rs 109 Crore in FY21; FY22 margin at 37.0% vs. 35.6% in FY21
- Finance costs at Rs 145 Crore vs. Rs 184 Crore in FY21
- Average blended interest rate for FY22 improved to 4.56% from 5.07% in FY21
- Effective Tax Rate of 34.5% vs. 34.1% in FY21.
- PAT was at Rs 413 Crore as compared with Rs 574 Crore in FY21
- EPS is Rs 26.0 versus Rs 36.05 in FY21
- Capital expenditure for the period was Rs 437 Crore

Contract Research and Development Services – FY22

Particulars[1,2]	FY21	FY22	YoY (%)
Revenue	**305**	**457**	**50%**
Reported EBITDA	109	169	56%
Reported EBITDA Margin (%)	35.6%	37.0%	

Geography Wise Revenue

Particulars	FY21	FY22	YoY (%)
India	5	2	(57%)
North America	235	368	56%
Europe and Japan	52	62	21%
RoW	13	25	87%
Total	**305**	**457**	**50%**

- Contract Research and Development Services business through Jubilant Biosys Limited provides innovative and collaborative research and development services from world class research centers in Noida and Bangalore in India
- Revenue at Rs 457 Crore increased by 50% YoY led by robust volume growth
  - Higher demand from biotech companies for integrated services, functional chemistry and DMPK, Discovery Biology and Clinical trial data management support trough Trial stat, Canada.
  - Volumes increase supported by the recently commissioned facility at Greater Noida
  - Strong capex plan underway in view of robust demand conditions in this business
- Reported EBITDA at Rs 169 Crore vs. Rs 109 Crore in FY21 with a margin of 37.0% vs. 35.6% in FY21

1. *All figures are in Rs Crore unless otherwise stated*
2. *FY21 financials include only continuing business*

Debt Profile

Particulars	31-03-21	30-09-21	31-12-21	31-03-22
Gross Debt	**(Rs. Crs)**	**(Rs. Crs)**	**(Rs. Crs)**	**(Rs. Crs)**
Long Term	2,580	2,635	2,825	2,874
Short Term	20	91	33	64
Total	**2,600**	**2,726**	**2,859**	**2,938**
Cash & Equivalent	671.3	862.9	1,022	984
Net Debt (On a Constant Currency Basis)	**1,928**	**1,823**	**1,792**	**1,860**

- **Net Debt (constant currency) reduction of Rs 69 Crore in FY22**
- **Average blended interest rate for FY22 improved to 4.56% from 5.07% in FY21**

1. All figures are in Rs Crore unless otherwise stated

Business outlook

- **Pharma:** In radiopharma, we continue to build a long term pipeline of diagnostic and therapeutic radiopharmaceuticals and are executing a turnaround plan of radiopharmacies, which is showing encouraging results. I131 MIBG clinical trials underway with launch expected in FY25. Medium-long term outlook remains robust. Allergy business well placed to grow strongly with healthy margins over the medium term. We expect the CMO business to operate at normal pre-COVID levels for next 2-3 years before new capacity comes upstream and drive volumes .Generics business' performance to improve going forward as the sartans impurity issue stands resolved and exempted products sales in the US has restarted, however pricing pressure in the US market is an overhang. Resolution of regulatory issues to further improve performance of this business.

- **Contract Research and Development Services (CRDS):** The business will continue to grow especially with commissioning of the State of the art Greater Noida facility. DMPK expansion at the Greater Noida is underway. We are committing further investments towards capex in this business as we have high capacity utilizations amid strong demand climate.

  API business is planning asset replacement programs in H1'FY23 for plant upgradation and capacity expansion with volumes expected to normalize in H2'FY23

- **Investments and Growth:** We are accelerating capacity expansions to create new capabilities in our businesses. We expect to incur capex of around Rs 700-750 Crore in FY23 primarily towards expansion in CMO business and enhancement of CRDS capabilities and capacities. In addition, we expect product development expenditure of Rs 250-300 Crore. In view of the strong demand from our customers, we have approved further expansion of the Greater Noida facility which will deliver both Chemistry and DMPK services

- **Proprietary Novel Drugs**: Our lead program – LSD1/HDAC6 inhibitor has successfully started Phase I/ II trials in patients with solid tumors. Additional IND filings with FDA for pipeline programs are expected to follow in FY 23. We have transformed Jubilant Therapeutics to a clinical stage biotech with higher value creation opportunities driven by emerging data from first-in-human studies, including potential capital raise at portfolio level as well as individual asset partnering/ monetization.

- **Consolidated effective tax rate:** ETR of Jubilant Pharmova Limited for FY22 is 34.5%. The company's cash tax rate is estimated to be at approximately 25% for the next three years based on the current tax structure in key geographies.

Update on API Demerger

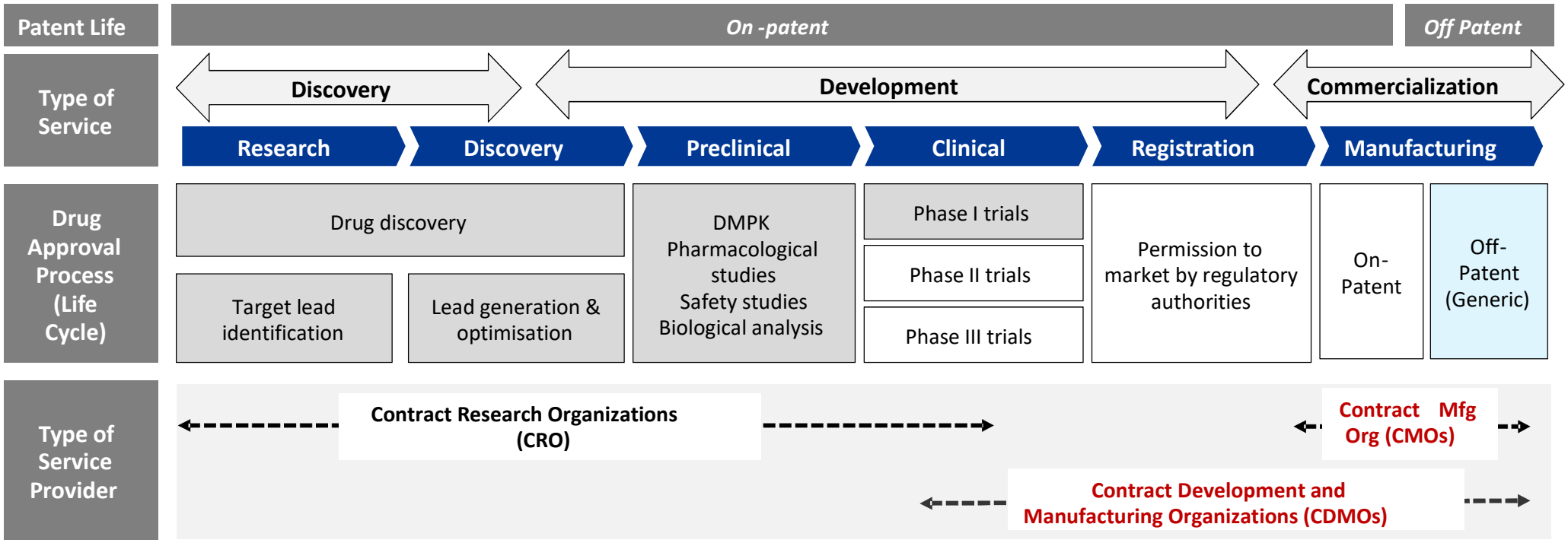
API Demerger

- In July 2021, the Board of Directors of Jubilant Pharmova Limited (JPM) approved demerger of the Active Pharmaceutical Ingredients (API) undertaking of Jubilant Generics Limited(JGL) and vesting of the same with JPM, on a going concern basis, to be implemented through a scheme of arrangement between JGL and JPM and their respective shareholders and creditors under Sections 230 to 232 and other applicable provisions of the Companies Act, 2013
- In May 2022, the Company has received NCLT approval for demerger scheme of API business
- Expect this demerger to be effective from July 2022 onwards with April 1, 2022 as the appointed date

Objectives / Rationale

- Creation of a small molecule discovery and chemistry focused vertical present across value chain of CRO & CDMO of Innovative and Generic API
- This will strengthen and sustain long-term growth, profitability, market share, customer service, risk management as it requires focused management attention, different skill sets and resources.
- Synergies between CRO & CDMO businesses can be realized more effectively in a Holding / Subsidiary Company structure as compared to fellow subsidiary structure.
- This would also help in supporting our customers for their needs from early stage of research to commercialization of active ingredients, and will provide competitive edge to this business

The reorganisation will ensure presence across the value chain



Jubilant Offerings

Biosys (CRO/CDMO)	JGL (CMO Generics API)	White space opportunity

The reorganisation will enable **common management** of CRO CDMO business of Innovative and Generic API

Global small molecule API CDMO / CMO market was estimated at USD 45 bn in 2020 The overall CDMO market is expected to grow at ~6-8% CAGR over the next 2-3 years.

Appendix

Income Statement – Q4'FY22 & FY22

Particulars[1,2]	Q4'FY21	Q4'FY22	YoY (%)	FY21	FY22	YoY (%)
Total Revenue from Continuing Operations						
Pharmaceuticals	**1,486**	**1,380**	**(7%)**	**5,790**	**5,651**	**(2%)**
Contract Research and Development Services	**94**	**142**	**51%**	**305**	**457**	**50%**
Proprietary Novel Drugs	**0**	**0**	**-**	**4**	**2**	**(50%)**
Unallocable Corporate Income	**0**	**6**	**-**	0	**20**	**-**
Total Revenue	**1,580**	**1,528**	**-3%**	**6,099**	**6,130**	**1%**
EBITDA from Continuing Operations						
Pharmaceuticals	**366**	**223**	**(39%)**	**1,386**	**1,087**	**(22%)**
Contract Research and Development Services	**41**	**53**	**30%**	**109**	**169**	**56%**
Proprietary Novel Drugs	**-5**	**-12**	**-**	**-13**	**-35**	**-**
Unallocated Corporate (Expenses)/Income	-21	-20	-	-67	-54	-
Reported EBITDA	**381**	**244**	**(36%)**	**1,414**	**1,168**	**(17%)**
Depreciation and Amortization	86	101	**17%**	349	382	**9%**
Finance Cost	43	40	**(9%)**	184	145	**(21%)**
Profit / (Loss) from Associates	14	1	-	11	-10	-
Exceptional Items	10	0		21	0	
Profit before Tax	**256**	**106**	**(59%)**	**871**	**630**	**(28%)**
Tax Expenses (Net)	83	47	(44%)	297	217	(27%)
PAT	**173**	**59**	**(66%)**	**574**	**413**	**(28%)**
EPS	**10.86**	**3.74**	**(66%)**	**36.05**	**26.00**	**(28%)**
Margins						
Pharmaceuticals	**24.6%**	**16.2%**		**23.9%**	**19.2%**	
Contract Research and Development Services	**43.7%**	**37.6%**		**35.6%**	**37.0%**	
Reported EBITDA Margin	**24.1%**	**16.0%**		**23.2%**	**19.0%**	
Net Margin	**10.9%**	**3.9%**		**9.4%**	**6.7%**	

1. *All figures are in Rs Crore unless otherwise stated*
2. *Q4'FY21 and FY21 financials include only continuing business*

For more information

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