Financial Results

Quarter Ended September 30, 2023

October 2023

Jubilant Pharmova is uniquely positioned to create sustained Shareholder Value

An integrated global pharmaceuticals and contract research company

Over 5,500 people globally, including over 2,100 in North America

6 manufacturing facilities catering to regulated markets including USA, Europe and other geographies

Strong position in Radio-pharmaceuticals, Allergy Immunotherapy and CDMO Sterile Injectables

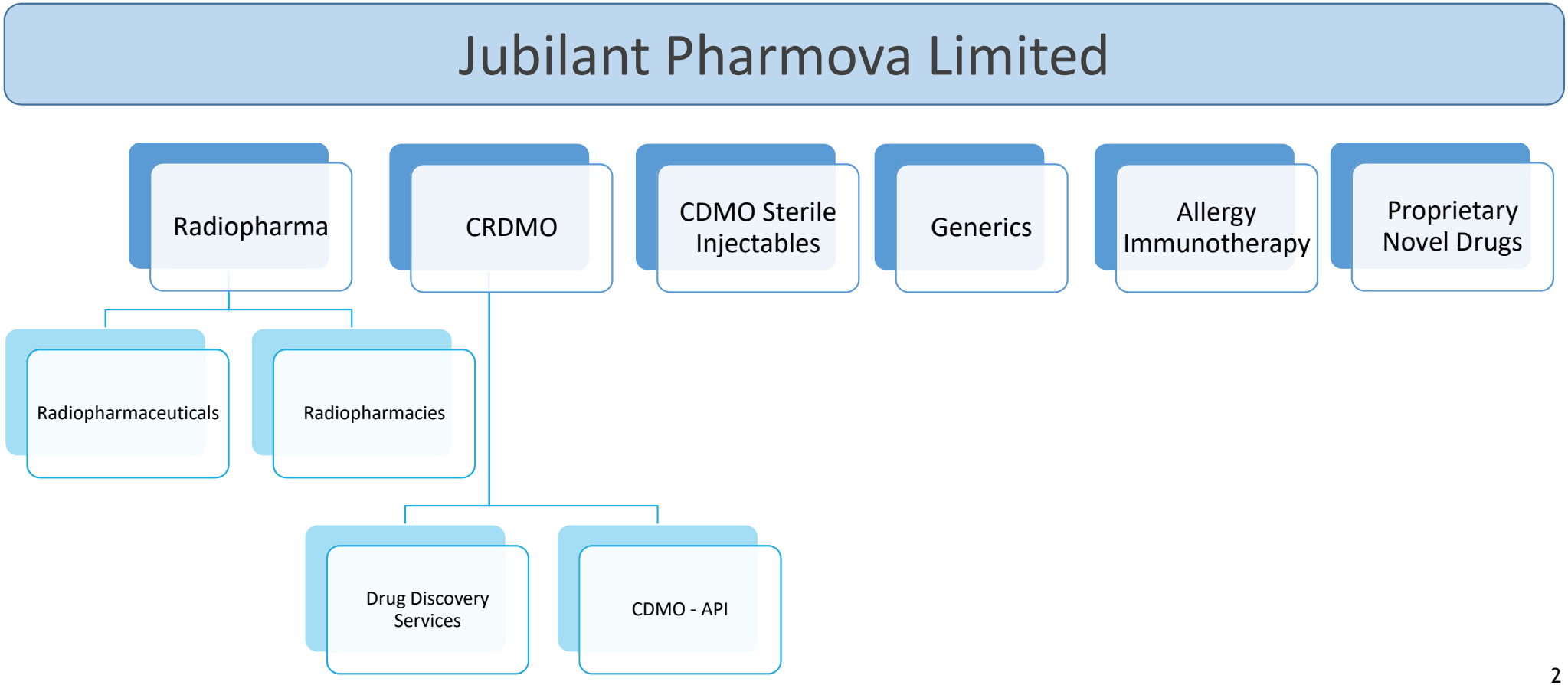
One of the leading and growing India based Contract Research and Development companies

Proprietary business has strong portfolio of programs in oncology and auto immune disorders

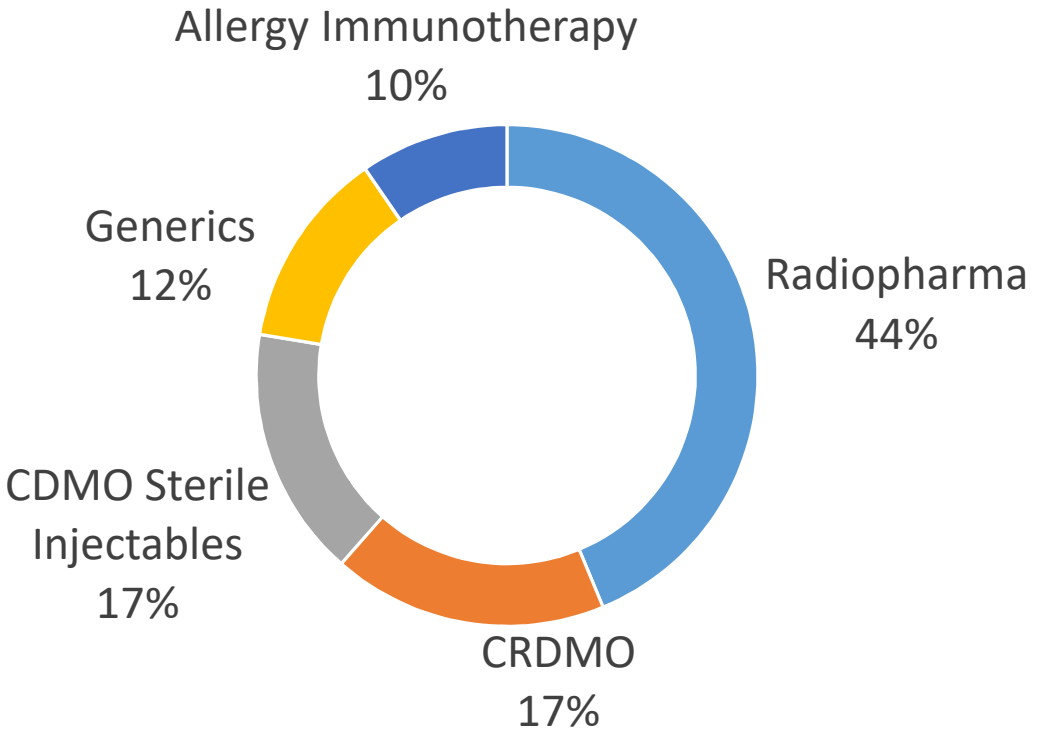
Drug Discovery services through two world-class centers in Bengaluru and Greater Noida

FY23 Revenue ~Rs 6,300 Crs (~US$ 783 million)

Business Structure



H1'FY24 – Segment Wise Revenue Split



Business Snapshot

- #3 radiopharmaceutical manufacturer in the US
- Manufacturing facility based in Montreal Canada
- # 2 network in the US with 46 radiopharmacies

Radiopharma

- Leading contract manufacturer for Sterile Injectibles
- Differentiated technologies, viz. hormonal steroids, vaccines
- Manufacturing facilities in Spokane and Montreal

CDMO - Sterile Injectables

- Manufacturing facilities at Roorkee, India and Salisbury, US
- Focus on quality leadership and compliances
- Market leadership in select products in US and branded markets

Generics

- Manufacturing facility at Nanjangud, India
- Over 50% of API sales are to regulated markets
- Strong market share in CNS / CVS products globally

CDMO - API

- #2 player in the US allergenic extract market
- Sole supplier of venom in the US
- Manufacturing facility at Spokane, WA (USA)

Allergy Immunotherapy

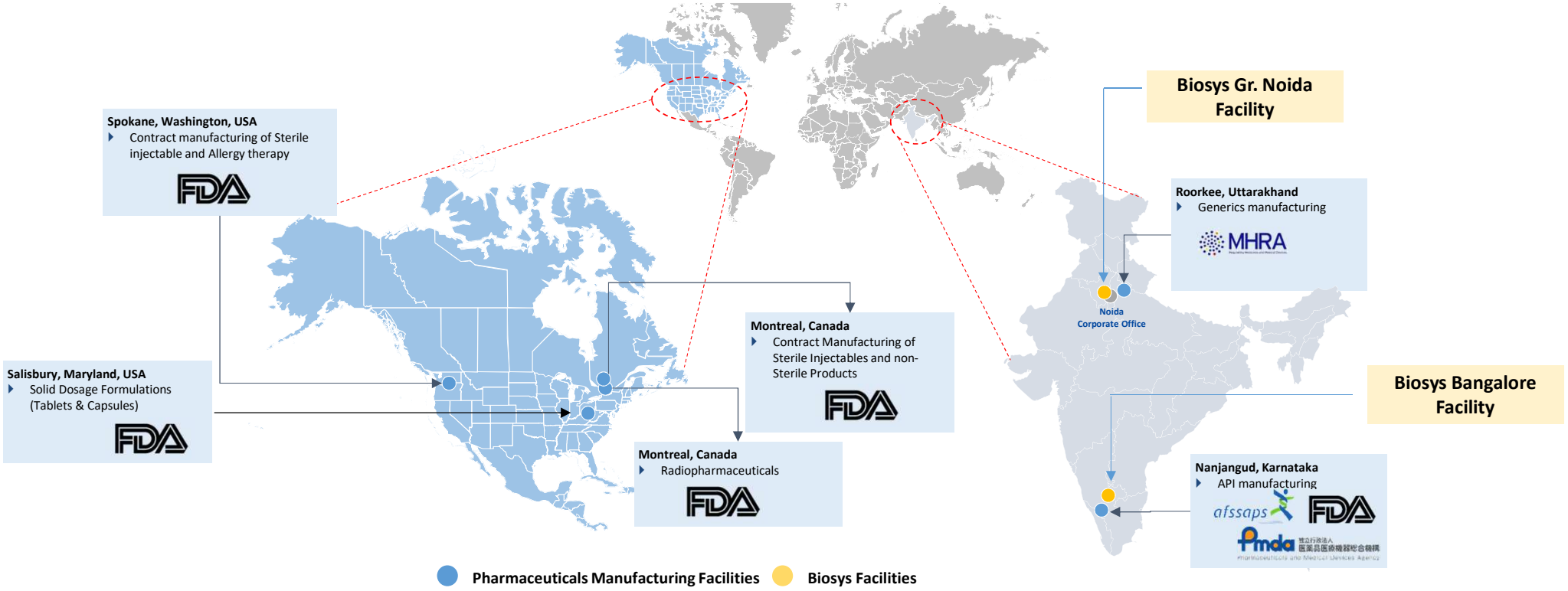
- Fully integrated Drug Discovery services provider
- Facilities in Greater Noida and Bengaluru
- Provides Drug Discovery and CDMO services to global innovators

Drug Discovery Services

- High potential programs in the area of oncology and autoimmune disorders
- Lead program LSD1/HDAC6 inhibitor has successfully started Phase I trials
- IND approval for second program, JBI-778, an Oral, Brain Penetrant PRMT5 Inhibitor

Proprietary Novel Drugs

High-Quality, World-Class Manufacturing Footprint and Operational Facilities



- **6 manufacturing facilities catering to the regulated markets, including USA, Europe and other geographies.**
- **Contract research and development services through 2 world-class research centers in Bengaluru and Greater Noida in India.**

Financial Highlights

Q2 & H1'FY24

Financial Results Overview Q2'FY24 - Consolidated

Figures in Rs Crs

Particulars	Q2'FY23	Q1'FY24	Q2'FY24
Total Revenue	**1,600**	**1,587**	**1,680**
Adjusted Revenue[1]	**1,582**	**1,587**	**1,704**
Reported EBITDA	**232**	**178**	**252**
	14.5%	***11.2%***	***15.0%***
Adjusted EBITDA[1]	**224**	**178**	**289**
	14.2%	***11.2%***	***16.9%***
Exceptional Items on Bonds Refinancing	(57)	0	0
Profit Before Tax	**36**	**25**	**98**
Adjusted Profit Before Tax[2]	**86**	**25**	**135**
Reported PAT	**5**	**6**	**62**
Adjusted PAT[2]	**54**	**6**	**90**

- Exceptional cost of Rs 57 Crore in Q2'FY23 included Rs 48 Crore of foreclosure charges related to bond repayment and balance due to write-off of capitalized debt origination costs

1. Adjustments include non-recurring / one-off revenues related to Remdesivir, Covid related revenues in CDMO Sterile Injectables business and one-time discount to customers of Generics business in US market due to pricing pressure and shelf stock adjustment in certain products
2. *Adjusted Profit Before Tax / PAT is after adjusting for exceptional items and adjustments factored in EBITDA*

Financial Results Overview H1'FY24 - Consolidated

Figures in Rs Crs

Particulars	H1'FY23	H1'FY24
Total Revenue	**3,051**	**3,267**
Adjusted Revenue[1]	**2,963**	**3,291**
Reported EBITDA	**436**	**430**
	14.3%	***13.2%***
Adjusted EBITDA[1]	**361**	**467**
	12.2%	***14.2%***
Exceptional Items on Bonds Refinancing	(57)	0
Profit Before Tax	**105**	**123**
Adjusted Profit Before Tax[2]	**88**	**160**
Reported PAT	**52**	**68**
Adjusted PAT[2]	**48**	**96**

- Exceptional cost of Rs 57 Crore included Rs 48 Crore of foreclosure charges related to bond repayment and balance due to write-off of capitalized debt origination costs

1. Adjustments include non-recurring / one-off revenues related to Remdesivir, Covid related revenues in CDMO Sterile Injectables business and one-time discount to customers of Generics business in US market due to pricing pressure and shelf stock adjustment in certain products
2. *Adjusted Profit Before Tax / PAT is after adjusting for exceptional items and adjustments factored in EBITDA*

Key Ratios H1'FY24 - Consolidated

Figures in Rs Crs

Particulars	Mar 31, 2023	Sep 30, 2023
Net Debt (Constant Currency)	2,426	2,475
Net Debt / EBITDA	2.98	3.06
Net Debt / Equity	0.45	0.46

1. EBITDA is on TTM basis
2. *Exchange rate: 1USD = INR 83.05 as on Sep 30, 2023 and 1USD = INR 82.17 as on Mar 31, 2023*

Financial Highlights

Radiopharmaceuticals

Figures in Rs Crs

Particulars	Q2'FY23	Q1'FY24	Q2'FY24	H1'FY23	H1'FY24
Revenue	248	204	251	444	455
% of Company Revenue	16%	13%	15%	15%	14%
EBITDA	163	93	132	256	226
EBITDA Margin (%)	66%	46%	53%	58%	50%

Key Priorities
Radiopharmaceuticals

- Maintain leadership position in stable high margin core portfolio in North America, e.g., lung functional imaging and thyroid targeted radiotherapeutics

- Innovation leader in PET cardiac imaging through proprietary RUBY-FILL (best in class cardiac imaging product). Further accelerate Ruby-Fill installs in US and other global markets.

- Timely execution of roadmap to enable CY 25 launch of MIBG

    - Targeting pediatric patients with high-risk Neuroblastoma. Incidence in the US is 800 (orphan drug) cases per year

    - Peak potential market size for MIBG is around USD 240 Mn

- Continue launch of high-growth innovation products. Launched Technetium Mertiatide Injection in Q1'FY24. One more launch planned in FY24 subject to regulatory approvals

Ruby-fill Elution System with Generator

Financial Highlights
Radiopharmacies

Figures in Rs Crs

Particulars	Q2'FY23	Q1'FY24	Q2'FY24	H1'FY23	H1'FY24
Revenue	410	487	490	806	977
% of Company Revenue	26%	31%	29%	26%	30%
EBITDA	(17)	2	6	(38)	8
EBITDA Margin (%)	(4%)	0%	1%	(5%)	1%

Key Priorities
Radiopharmacies

- *Accelerate sales of high growth new products, e.g., Ga-PSMA, and to further gain market share in existing SPECT products*
- *Maintain current momentum of strong growth in 3rd party sales*
- *Leverage existing cyclotrons to capture share of PET product growth*
- *Additionally, explore opportunity to further expand presence into PET radiopharmacies, due to strong demand of PET products, such as PET-PSMA*
- *Continue to enhance operational and procurement efficiencies leading to improvement in financial performance in FY24*

Financial Highlights

Allergy Immunotherapy

Figures in Rs Crs

Particulars	Q2'FY23	Q1'FY24	Q2'FY24	H1'FY23	H1'FY24
Revenue	156	151	179	286	330
% of Company Revenue	10%	10%	11%	9%	10%
EBITDA	53	50	86	97	136
EBITDA Margin (%)	34%	33%	48%	34%	41%

Key Priorities

Allergy Immunotherapy

- *#2 player in US Sub-Cutaneous Immunotherapy market (Venom and Non-Venom) of >$200M. High barriers to entry as products are branded biologicals with regulatory approvals grandfathered in*

- *Further strengthen the prescriber base for Venom immunotherapy in the US through continuous brand building. Sole supplier of venom in US*

- *Focus on increasing market share in Non Venom Allergenic extracts (e.g., Dog, Cat, Mite allergy) and Skin Testing Devices in US. #2 player in US*

- *Gain market share in Europe and other non-US markets across Venom product category*

Financial Highlights

CDMO Sterile Injectables

Figures in Rs Crs

Particulars	Q2'FY23	Q1'FY24	Q2'FY24	H1'FY23	H1'FY24
Revenue	299	254	301	562	555
% of Company Revenue	19%	16%	18%	18%	17%
EBITDA	71	41	56	203	97
EBITDA Margin (%)	24%	16%	19%	36%	17%

Particulars	Q2'FY23	Q1'FY24	Q2'FY24	H1'FY23	H1'FY24
Adjusted Revenue	277	254	301	470	555
Adjusted EBITDA	51	41	56	116	97
Adjusted EBITDA Margin	18%	16%	19%	25%	17%

1. Adjusted Revenue and EBITDA excludes the one-off COVID related business

Key Priorities
CDMO Sterile Injectables

- Global Fill and Finish Sterile Injectable markets of USD 13Bn, with double digit growth rate projected over next 5 years
- Focus is on-time and at-cost execution of USD 370Mn capacity expansion in Spokane and Montreal, to double the CMO capacity over next 5+ years in a phased manner
- Cooperative agreement with US Govt. for USD 149.6 Mn and concessional loan from Canadian Govt. for ~USD 48 Mn
- Leverage differentiated technical know-how to further build scale, e.g., Hormones, Ophthalmic, Vaccines etc.
- CMO Montreal facility received OAI from the US FDA in May 2023. Engaging with the US FDA to address its observations and resolve the OAI status at the facility

Financial Highlights
Generics

Figures in Rs Crs

Particulars	Q2'FY23	Q1'FY24	Q2'FY24	H1'FY23	H1'FY24
Revenue	161	202	172	340	375
% of Company Revenue	10%	13%	10%	11%	12%
EBITDA	(82)	(21)	(50)	(155)	(71)
EBITDA Margin (%)	(51%)	(10%)	(29%)	(46%)	(19%)

Particulars	Q2'FY23	Q1'FY24	Q2'FY24	H1'FY23	H1'FY24
Adjusted Revenue	165	202	196	343	399
Adjusted EBITDA	(69)	(21)	(13)	(143)	(34)
Adjusted EBITDA Margin	(42%)	(10%)	(7%)	(42%)	(9%)

1. Adjusted Revenue and EBITDA excludes the Remdesivir business and one-time discount to customers in US market due to pricing pressure and shelf stock adjustment in certain products

Key Priorities
Generics

- Continue quality improvement initiatives and engagement with the US FDA for resolution of Import Alert at the Roorkee facility.
- Salisbury site is compliant with US FDA. Roorkee site is compliant with other key non-US markets, e.g., MHRA, Japan, South Africa, Canada.
- Focus on implementation of Rs 150 Cr cost optimization opportunities. Benefits have started getting reflecting in performance from Q1'FY24 onwards
- Re-prioritise geography-mix to accelerate growth in branded markets such as India and select International markets
- Continue to strengthen leadership position in select products across markets

Financial Highlights

Drug Discovery Services

Figures in Rs Crs

Particulars	Q2'FY23	Q1'FY24	Q2'FY24	H1'FY23	H1'FY24
Revenue	150	103	115	268	218
% of Company Revenue	9%	7%	7%	9%	7%
EBITDA	54	22	26	93	47
EBITDA Margin (%)	36%	21%	22%	35%	22%

Key Priorities

Drug Discovery Services

- Leverage state of the art infrastructure and differentiated technical know-how, e.g., Integrated Drug Discovery, DMPK to drive new customer acquisitions in drug discovery
- Continue to invest in capabilities for improving productivity, speeding up time to market and lowering cost of innovation
- Further strengthen the CDMO contract pipeline within existing and new technologies

Financial Highlights
CDMO - API

Figures in Rs Crs

Particulars	Q2'FY23	Q1'FY24	Q2'FY24	H1'FY23	H1'FY24
Revenue	170	177	165	332	341
% of Company Revenue	11%	11%	10%	11%	10%
EBITDA	14	13	15	21	28
EBITDA Margin (%)	8%	7%	9%	6%	8%

Key Priorities
CDMO - API

- In March 2023, the API plant at Nanjangud saw reversal of OAI status to compliant VAI status from USFDA, driven by Quality Improvement Initiatives at site.
- Going forward, focus is to drive higher capacity utilization including through launch of new products and by acquiring new customers globally
- Operations transformation program underway to increase productivity while lowering costs. Benefits will start becoming visible from H2'FY24.

Financial Highlights

Proprietary Novel Drugs

Figures in Rs Crs

Particulars	Q2'FY23	Q1'FY24	Q2'FY24	H1'FY23	H1'FY24
Revenue	0	0	0	4	0
EBITDA	(10)	(10)	(8)	(17)	(18)

Key Highlights & Priorities

Proprietary Novel Drugs

- Clinical stage precision therapeutics business advancing potent and selective small molecules to address unmet medical needs in oncology and autoimmune diseases
- Wholly owned assets; opportunities to explore institutional funding, as well as maximize partnerships to get non-dilutive funding
- Emphasis on cost optimized operating model with a focus on value creation
- Business' most advanced program - first in class dual inhibitor of LSD1/HDAC6 is undergoing Phase I/II clinical trials
- Another program – PRMT5 Brain penetrant has received IND approval
- LSD1/HDAC6 and PRMT5 have the potential to address high unmet medical needs globally with multi-billion-dollar market size

Business Enablers

Sustainability continues to be an important focus area for us

Participated in S&P DJSI Assessment:

- Achieved **94 percentile** in the Global Pharmaceutical Industry
- Among the **top 6% companies globally**

- Received Gold Rating
- Achieved **92 percentile (Score 67/100)**

Climbed from 23rd to **6th position** on **Responsible Business Ranking** by the joint **ET-Future scape 8th Sustainability Index Report**

CDP DISCLOSER 2022		
	Climate	B
	Water	B
	Supply Chain	A-

Sustainability Performance

- **9828 patients consulted through JubiCare Tele-clinic**
- **Collaborated with around 400 farmers**
- **23.9% Reduction in Specific Energy Consumption wrt FY 19**
- **57 % Reduction in Specific Greenhouse Gas Emissions wrt FY 19**
- **All Indian manufacturing plants are Zero Liquid Discharge**
- **17.5% Reduction in Specific Water Consumption wrt FY 19**

2001	2002	2003	2005	2008	2009	2010	2013	2015	2019	2021
ISO 14000 Certification	Sustainability Policy Adopted	Sustainability Report Released	Became GRI Organization Stakeholder Member	Jubilant Bhartia Foundation CSR Wing Launched	Climate Change Mitigation and Green Supply Chain Policy	Became UNGC Signatory and Participation in CDP	1st EvoVadis Review conducted	SoFI Sustainability Software Launched	Sustainability Goals created aligned with UNSDG	Dow Jones Sustainability Index (DJSI)

Annexure

Segment Financial Results Overview | Consolidated

Figures in Rs Crs

Segment Revenue	Q2'FY23		Q1'FY24		Q2'FY24		H1'FY23		H1'FY24		FY23	
1.Radiopharma	**658**		**691**		**741**		**1,250**		**1,432**		**2,552**	
Radiopharmaceuticals	248		204		251		444		455		872	
Radiopharmacies	410		487		490		806		977		1,681	
2. Allergy Immunotherapy	**156**		**151**		**179**		**286**		**330**		**603**	
3. CDMO Sterile Injectables	**299**		**254**		**301**		**562**		**555**		**1,155**	
4. Generics	**161**		**202**		**172**		**340**		**375**		**762**	
5. CRDMO	**320**		**280**		**279**		**600**		**559**		**1,185**	
Drug Discovery Services	150		103		115		268		218		522	
CDMO - API	170		177		165		332		341		662	
6. Proprietary Novel Drugs	**0**		**0**		**0**		**4**		**0**		**4**	
Unallocable Corporate Income	**6**		**9**		**8**		**10**		**17**		**22**	
Total Revenue	**1,600**		**1,587**		**1,680**		**3,051**		**3,267**		**6,282**	

Segment EBITDA	Q2'FY23	Q2'FY23 Margin	Q1'FY24	Q1'FY24 Margin	Q2'FY24	Q2'FY24 Margin	H1'FY23	H1'FY23 Margin	H1'FY24	H1'FY24 Margin	FY23	FY23 Margin
1. Radiopharma	**146**	**22%**	**95**	**14%**	**138**	**19%**	**219**	**18%**	**233**	**16%**	**378**	**15%**
Radiopharmaceuticals	163	66%	93	46%	132	53%	256	58%	226	50%	465	53%
Radiopharmacies	(17)	(4%)	2	0%	6	1%	(38)	(5%)	8	1%	(87)	(5%)
2. Allergy Immunotherapy	53	34%	50	33%	86	48%	97	34%	136	41%	205	34%
3. CDMO Sterile Injectables	**71**	**24%**	**41**	**16%**	**56**	**19%**	**203**	**36%**	**97**	**17%**	**345**	**30%**
4. Generics	**(82)**	**(51%)**	**(21)**	**(10%)**	**(50)**	**(29%)**	**(155)**	**(46%)**	**(71)**	**(19%)**	**(230)**	**(30%)**
5. CRDMO	**68**	**21%**	**35**	**12%**	**41**	**15%**	**114**	**19%**	**76**	**13%**	**199**	**17%**
Drug Discovery Services	54	36%	22	21%	26	22%	93	35%	47	22%	164	31%
CDMO - API	14	8%	13	7%	15	9%	21	6%	28	8%	35	5%
6. Proprietary Novel Drugs	**(10)**		**(10)**		**(8)**		**(17)**		**(18)**		**(35)**	
Unallocable Corporate (Expenses) / Income	**(14)**		**(12)**		**(11)**		**(25)**		**(23)**		**(48)**	
Total EBITDA (Reported)	**232**	**14%**	**178**	**11%**	**252**	**15%**	**436**	**14%**	**430**	**13%**	**815**	**13%**

For more information

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