Q4 and Full year FY25 Q&A

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Radiopharmaceuticals

Q1. Can you talk about growth in Ruby-Fill®?

Answer: Ruby-fill® is a best in class Positron Emission Tomography (PET) radiopharmaceutical product used for Cardiac imaging through a non-invasive procedure of the myocardium, to evaluate regional myocardial perfusion in adult patients with suspected or existing coronary artery disease. Our product is superior due to longer shelf life leading to more scans per generator, better and consistent image quality due to the patented saline push feature and multiple safety features.

We have witnessed strong installations in FY25. Our focus now is value engineering to improve margin and increase consistency and we will be deploying in a short period an AI enabled 3D cardiac blood flow quantification system that allows to get an image and deliver it under 75 seconds through artificial intelligence.

Q2. Can you talk about the sales of SPECT product portfolio in Q4'FY25?

Answer: We continue to maintain strong position in our SPECT portfolio. We are happy with the offtake of our new products.

We have seen a generic entry in DTPA in the US market. We expect loss of market share in DTPA from FY26 onwards. To counter the same, we are working to launch new products. We expect to file one new product in FY26.

Q3. What is the timeline of the MIBG Launch? What is the patient recruitment status & expected date of result?

Answer: MIBG is targeting paediatric patients with high-risk Neuroblastoma. Neuroblastoma is a type of cancer that forms in certain types of nerve tissues. The incidence of Neuroblastoma in the US market is estimated at 800 new cases per year and the relapse / refractory cases are estimated at 400 per year.

MIBG clinical trials are progressing well. We have completed the dosing of Phase two trials. We plan to send the data package to FDA by H2'FY26 and the followed by a pre NDA meeting, we shall file for approval. We expect to launch MIBG by FY27 after securing product and manufacturing approval.

Q4. Can you give us some more colour on the product pipeline?

Answer: We have a very strong pipeline of products in PET and SPECT with an Addressable Market at approx. USD 550 million. These products are generics or 505 B(2) versions of existing products and will be launched from FY27 to FY29. In addition to that, on the therapeutics side, we are working on MIBG.

Q5. Can you explain full year FY25 Radiopharmaceutical results?

Answer: FY25 revenue grew 13% YoY to Rs. 1,074 Cr. on the back of growth in Ruby-Fill ® and new product Sulphur Colloid. FY25 EBITDA increased by 6% YoY at Rs. 505 Cr. due to increase in revenue.

Radiopharmacy

Q6. Can you talk about Industry demand? Where are we in the execution of new PET Radiopharmacy project?

Answer: The PET Imaging market is growing rapidly on the back of new products. There are multiple commercial products today for Prostate Cancer, Alzheimer's, Breast Cancer, Parkinson Disease, Cardiac Imaging and others. There are many products in the pipeline, which shall be commercialised in the coming years.

We are pleased to share that we have forged multiple partnerships with Radiopharmaceutical manufacturers in the PET imaging. Notable ones include Life Molecular Imaging's F18 Neuraceq and Lantheus' F18 Pylarify. We expect PET revenue mix to increase in the back of increase sales of PYLARIFY®, which is an industry leading prostate cancer diagnostic imaging agent.

We also announced USD 50 million investment to expand our PET radiopharmacy network from three (3) to nine (9) sites and therefore positioning us to secure long-term contracts with the leading PET radiopharmaceutical manufacturers. These new PET radiopharmacies shall be fully operational in FY28 and shall start to contribute significantly to the top line and bottom line. We expect a RoCE in excess of 20% on our investment.

Q7. Can you explain FY25 Radiopharmacy results?

Answer: FY25 revenue grew 13% YoY to Rs. 2,314 Cr. on the back of increase in volume from new products. FY25 EBITDA stands at Rs. 30 Cr., lower YoY due to increase in competitive intensity in SPECT radiopharmacies, global Technetium shortage and reduced working days in FY25 due to inclement weather conditions. Business

profitability is expected to increase as the revenue mix from PET radiopharmacies increase.

Allergy Immunotherapy

Q8. What are the growth levers in this business?

Answer: The business is moving ahead on a three-pronged growth strategy.

The first is to strengthen the existing position in both Venom and Non-Venom segment in the US. We are increasing customer awareness about the importance of bee sting allergy treatments through targeted marketing campaigns. We are also working to increase revenue in the US allergenic extract market through an emphasis on science and product differentiation.

The second is to expand its footprint in select international markets, through strategic partnerships and an expanded distribution channel.

Last and most important is to develop new products and technologies by increasing investment in R&D. The business continues to develop innovative products to address various allergies, as evidenced by the 2023 launch of Ultra filtered Dog Hair and Dander extract. This product provides optimal treatment, ensuring dependable consistent results, and efficacious dosing without precipitate formation.

Q9. Can you explain FY25 Allergy immunotherapy results?

Answer: In FY25, Revenues grew by 3% on YoY basis to Rs. 701 Cr. FY25 EBITDA stands at Rs. 245 Cr. FY25 EBITDA margin decreased YoY due to weakness in exports and production challenges for specific SKU's. Production challenges have been solved and normalized production has resumed. We anticipate outside US sales to gradually improve. We expect EBITDA margins to remain in the normalised range of 35 to 40%.

CDMO Sterile Injectable

Q10. Can you talk about the overall demand scenario in the sterile fill and finish market?

Answer: The global CDMO Sterile fill and finish market is expected to grow from USD 13 billion in 2023 to USD 20 billion by 2027 at a CAGR of 11%. The demand drivers include an increasing number of injectables in the development pipeline driven by biologics, predominantly in Vial format and an increase in loss of exclusivities.

As big pharma is focused on internalising only select capabilities, this increase in demand is being outsourced to specialised CDMO Sterile fill and finish companies. In addition, there is a strong Customer preference for on-shore capacity due to higher-value products, regulatory & supply chain advantages.

The drug shortages in the injectables in the US are signalling that the demand still runs higher than the supply of the capacity and therefore there is a need of significant new capacity. In particular, a recent McKinsey report highlighted a 6.8Bn demand vs. 6.1Bn supply specifically for sterile vials – a 700 Mn. sterile vial shortfall.

The proposed Biosecure Act and the Catalent acquisition by Novo Holding shall further widen the gap between demand and supply in the US.

In addition to that, the large innovator pharma companies, for their US requirements, are now looking to create an alternate manufacturing site in the US as a risk management measure in the event of tariff imposed by the US Govt.

Q11. What is the project status of the expansion project in Spokane? What is the maximum revenue potential for Line 3 & 4 and how much time it shall take to fill up the lines?

Answer: The capacity expansion program in Spokane, Washington, USA is on track. We are pleased to share that we have successfully completed Media-Fills at Line 3 along with our first product qualification batches (PPQs). Multiple customer's technology transfer programs are underway. The commercial production at Line 3 is expected to start in FY26 now.

The revenue potential for Line 3 and Line 4 combined is estimated at USD 160 to 180 million. The large innovator pharma companies are now looking to create an alternate manufacturing site in the US as a risk management strategy to mitigate any potential tariff's imposed by the US govt. In light of that, we are starting to see excellent traction in Requests for Proposals (RFPs) for Line 3 including from Big Pharma. We expect to finalise these within FY26. Therefore, we expect to reach full capacity utilisation for Line 3 in 3 years now vs 4 years, which was expected earlier. Also, we expect to clock higher than normalised EBITDA margins on the incremental revenue from Line 3 and Line 4 on the back of improved pricing due to newer technology and lower incremental overheads.

Q12. Can you give us an update on Montreal facility?

Answer: Our Montreal facility received OAI classification post FDA audit in FY25. Pursuant to the USFDA audit observations and in light of recently issued new and stringent cGMP guidelines for sterile fill and finish manufacturing facilities, we implemented corrective and Preventive actions (CAPA's) in our manufacturing set up at Montreal facility. Once the CAPA implementation was complete, we restarted sterile injectables operations successfully in middle of Q3'FY25 and are stable now. We plan to return to production for ophthalmic line in H2'FY26.

Also at the Montreal facility, we have announced an investment of USD 100 million towards the expansion of our liquid and lyophilization sterile fill operations. Of the total investment, approximately 40% of project cost will be funded through concessional loans from the Canadian Government and the balance from internal accruals.

Additionally, we are investing in the area of sterile ophthalmic by setting up a 200-bottle-per-minute plant at the Montreal, Canada facility given the high Requests for Proposals (RFPs) This ophthalmic line is currently undergoing validations. It is expected to be commercially qualified by the end of FY26.

Q13. Can you explain FY25 CDMO Sterile Injectables results?

Answer: FY25 revenue increased by 14% YoY at Rs. 1,272 Cr on the back of increased capacity utilisation, pricing and restart of Montreal operations. EBITDA increased by 52% to Rs. 292 Cr. on the back of revenue growth. EBITDA margins expanded by 570 basis points to 23%.

CRDMO – Drug Discovery

Q14. We have seen an impressive revenue growth in Drug Discovery services? Can you talk about it the growth trajectory going forward?

Answer: We are bullish on the mid and long term prospects of the CRO industry in India due to talent availability & gradual shifting of demand due to the preference for "friend shoring" due to proposed Biosecure ACT. We are increasing our partnership with large Pharma companies doing, leveraging our infrastructure, capacity and capabilities expanded during last two years. As a testament, we on boarded three large pharmaceutical companies in last one year and we are scaling these contracts.

We are well prepared to further scale up Infrastructure and scientific talent to take advantage of the upcoming in CRO demand. We expect revenue growth to continue on the back of our large pharma strategy and the industry tailwinds.

We have talked about increasing our FTE capacity by four times to 4,000 FTE's in phased manner to cater to increasing demand.

Q15. Can you talk about the partnership with Pierre Fabre?

Answer: We have announced a strategic partnership with Pierre Fabre, France. This strategic partnership will enable Jubilant Biosys to expand its footprint in Europe in areas like Biologics (mAbs) and Antibody Drug Conjugate (ADC), in addition to its existing services including integrated drug discovery services from India.

Q16. Can you explain FY25 CRDMO Drug Discovery results?

Answer: In FY25, the Drug Discovery business revenue grew by 27% to Rs. 570 Cr and EBITDA grew by 29% to Rs. 136 Cr. FY25 revenue increased sharply YoY due to increase in revenue from new contracts from large Pharma customers.

CRDMO – API

Q17. Can you explain FY25 CRDMO API results?

Answer: The API business reported revenues of Rs. 581 Cr. Revenues came lower due to conscious focus on profitable product mix and CDMO projects. FY25 EBITDA grew by 39% to Rs. 87 Cr. EBITDA margins improved by 520 basis points YoY to 15% due to cost optimisation, improvement in product mix and increase in CDMO revenue mix. Industry wide pricing pressure still continues.

Generics

Q18. Can you explain Q4 and full year FY25 generics results?

Answer: The business reported revenues of Rs. 685 Cr. in FY25. Revenue was lower than same quarter due to focus on profitable product mix. FY25 EBITDA stands at Rs. 24 Cr. up from negative 141 Cr. in FY24 showing a remarkable turnaround of over 165 Cr. FY25 EBITDA margin stands at 3%. The success of turnaround strategy is based on continuous quality improvement, reduction in overall cost and scaling up profitable products.

While the Q4'FY25 EBITDA has improved by 870 bps as compared to similar quarter. The margin decreased as compared to Q3'FY25 as due to lower revenue opportunities in profitable products. We expect EBITDA margins to improve going forward in line with the Generics vision 2030.

Q19. Can you tell us your plans for new product launches?

Answer: We plan to launch six to eight products per annum in our US and non-US international markets. We have secured approval of (7) ANDA's in the last year. We have also acquired (2) ANDAs.

In line with our communication, we are ramping up exports to the US markets from our Roorkee facility in a meaningful and gradual manner. We have also started supply of products from our Contract manufacturing partners to the US market in line with our plan.

Prop Novel Drugs

Q20. What is the status of clinical trials of your lead programs JBI-802 and JBI -778?

Answer: The Company's most advanced program (CoREST inhibitor) JBI-802 Phase 1 clinical data established safety and further, dose dependent platelet effect was seen in the clinic at higher doses, establishing application in Essential Thrombocythemia (ET) and other Myeloproliferative Neoplasms (MPNs). In light of these, we have started a phase II clinical trial to treat ET and MPN patients with thrombocytosis (high platelets). The phase I trial also showed anti-tumour response in two lung cancer patients with a good safety profile. One non-small cell lung cancer (NSCLC) patient with STK11 mutations, having progressed on prior doublet immune-oncology (IO) therapy, showed a confirmed partial response (tumour reduction). Generally, the survival rate is very low in such cases, however, the patient has responded well to JBI-802 monotherapy with meaningful improvement in quality of life and continues to be on treatment with our novel oral pills for over years. Therefore, a larger investigator led clinical trial in NSCLC is being initiated at Christ Hospital in Ohio, USA. The Company is also in discussions with Memorial Sloan Kettering for an investigator led trial in post MPN AML (Erythroleukemia).

The second program (PRMT5 inhibitor) is JBI-778, which is the next generation, small molecule, orally available and brain penetrant oral pill for select cancers. We have now, launched a phase I, first in human study, for this molecule, in patients with specific cancer sub-sets at major oncology centers in India.

Q21. Why the EBITDA losses has reduced in FY25 as compared to FY24?

Answer: We are focussed on 2 key clinical stage projects only and are investing in a calibrated manner with many trials done outside US.

Consolidated Financials

Q22. Can you talk about financial performance in Q4'FY25 ?

Answer: In Q4'FY25, revenue grew by 10% to Rs. 1,929 Cr. EBITDA grew by 23% to Rs. 357 Cr. Normalised PAT grew by 127% to Rs. 139 Cr.

Q23. What is the outlook for FY26?

Answer: In FY25, Revenue grew by 8% on a YoY basis to Rs. 7,235 Cr., EBITDA grew by 24% YoY basis to Rs. 1,230 Cr. and Net debt to EBITDA improved from 2.5x in Mar'24 to 1.1x in Mar'25 on the back of voluntary debt prepayment of USD 125 million.

In FY26, we shall continue to work on these financial priorities, which is to continue the revenue growth momentum and to expand EBITDA margins.

Q24. Can you talk about impact of US tariffs on your business?

Answer: If we look at origin of goods and services sold in US, approx. 72% is from US itself. Next, approx. 18% is from Canada, where goods are 17% and services are 1%. Now these goods are Radiopharmaceuticals, where these goods are exempted from any tariffs under US, Canada and Mexico trade agreement. Last approx. 10% is from India, where 6% is services and 4% is goods. The goods exports from India to US are Generics and API products, where we are very competitive. So practically, we have nil negative impact from US tariffs.

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