Q1’FY26 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 Q1'FY26. 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 Q1'FY26?

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 the current year. 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 Q1'FY26 Radiopharmaceutical results?

Answer: Q1'FY26 revenue grew 3% YoY to Rs. 271 Cr. on the back of growth in Ruby-Fill ®. Q1'FY26 EBITDA remained stable YoY at Rs. 126 Cr.

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 Q1'FY26 Radiopharmacy results?

Answer: Q1'FY26 revenue grew 5% YoY to Rs. 598 Cr. on the back of increase in volume from new PET products. Q1'FY26 EBITDA stands at Rs. 10 Cr., lower YoY due to increase in competitive intensity in SPECT radiopharmacies. Revenue from our current PET radiopharmacies continue to 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 Q1'FY26 Allergy immunotherapy results?

Answer: In Q1'FY26, Revenues grew by 8% on YoY basis to Rs. 181 Cr. on the back of growth in revenue from the US market. EBITDA remained stable YoY at Rs. 63 Cr. EBITDA margin for Q1'FY26 stands at 35%. EBITDA margins are lower QoQ as Q4'FY25 margins were exceptionally higher due to high production volume.

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 the current financial year.

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 see an 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 114 million towards the expansion of our liquid and lyophilization sterile fill operations. Of the total investment, approximately USD 40 million 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 Q1'FY26 CDMO Sterile Injectables results?

Answer: Q1'FY26 revenue increased by 14% YoY at Rs. 370 Cr on the back of increase in sales volume. EBITDA increased by 9% to Rs. 62 Cr. on the back of revenue growth. EBITDA margins are lower QoQ on the back of annual maintenance shutdown at Spokane facility

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 explain Q1'FY26 CRDMO Drug Discovery results?

Answer: In Q1'FY26, the Drug Discovery business revenue grew by 42% to Rs. 161 Cr and EBITDA grew by 46% to Rs. 32 Cr. Q1'FY26 revenue increased YoY due to increase in revenue from large Pharma customers. We have integrated new R&D facility in France and are now investing in business development. EBITDA Margins are lower on QoQ due to change in project mix and investment in business development.

CRDMO – API

Q16. What is the rationale of sale and transfer of API business to Jubilant Biosys?

Answer: The transaction will result in housing of the drug discovery business and CDMO API business in a single business entity. This combined platform will improve the operational efficiency in the business and lead to superior brand recall of "Jubilant Biosys" as provider of end-to-end CRDMO (Drug discovery, Early CDMO, late CDMO and commercial manufacturing) services by the large pharmaceutical & Biotech customers. The transaction will also help to improve asset utilisation of API business by improving the revenue mix towards Custom manufacturing & CDMO.

Q17. Can you explain Q1'FY26 CRDMO API results?

Answer: The API business revenue grew by 9% to Rs. 141 Cr in Q1'FY26. EBITDA grew by 36% to Rs. 22 Cr. EBITDA margins improved by 310 basis points due to profitable product mix. Industry wide pricing pressure still continues.

Generics

Q18. Can you explain Q1'FY26 generics results?

Answer: In Q1'FY26, the generics business revenue grew by 7% to Rs. 166 Cr. EBITDA for the period stands at Rs. 12 Cr. Revenue increase is primarily driven by Non US markets. Ebitda margins improved by 1400 basis points YoY due to focus on profitable products.

Of the last 4 quarters, Q2 and Q3'FY25 had positive EBITDA while the EBITDA for Q4 FY'25, was negative. The business returned to profitability in Q1'FY26. This, QoQ variability in margins is on the expected lines. On annual basis, however, the Generics business expects to achieve stability and move towards Generics Vision 2030 as shared earlier.

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

Answer: Since April'24, we secured approval of (9) ANDA's from our pipeline and acquired (2) ANDAs. We plan to launch six to eight products per annum in our US and non-US international markets in the current year. Therefore, we have an improving growth and profitability outlook.

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.

Consolidated Financials

Q21. Can you talk about financial performance in Q1'FY26 ?

Answer: In Q1'FY26, Revenue grew by 10% on a YoY basis to Rs. 1,901 Cr. on the back of growth in revenue across all business units. EBITDA grew by 14% on a YoY basis to Rs. 302 Cr. due to improved performance in CRDMO and Generics. Q1'FY26 normalised PAT increased by 48% on a YoY basis to Rs. 103 Cr. on the back of improved operating performance and reduced finance cost.

Q22. What is the outlook for FY26?

Answer: In Q1'FY26, revenue grew by 10% on YoY basis. We expect growth momentum to further strengthen. In Q1'FY26, EBITDA margins expanded by 60 basis points on YoY basis. We expect EBITDA margins to strengthen on a full year basis as well. In Q1'FY26, Normalised PAT margins expanded by 140 basis points on YoY basis. We expect PAT margins to strengthen on a full year basis as well. We expect capex intensity to continue at same pace as in Q1'FY26 and hence Net debt/Ebitda to marginally increase in FY26 over FY25.

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