

# Earnings Presentation Q3'FY26

# 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 Pharmova 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 our reports to shareholders. The company assumes no obligation to update forward-looking statements to reflect actual results, changed assumptions or other factors.

# Jubilant Bhartia Group has created value across multiple sectors



## Strong presence in diverse sectors

- Pharmaceuticals
- Life Science Ingredients
- Performance Polymers
- Food Service (QSR)
- Beverages
- Contract Research & Development Services
- Therapeutics
- Auto Dealerships
- Oil and Gas services



## Global presence through investments

- India
- USA
- Canada
- Europe
- Singapore
- Australia
- Africa
- China
- Sri Lanka, Bangladesh



## Employer of Top Talent

56,000 people across the globe with ~2,200 in North America



# Jubilant Pharmova, a diversified pharmaceutical company

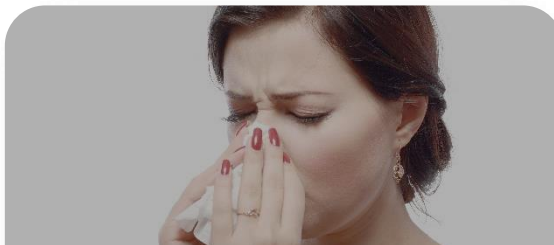


## Radiopharma

### Leading manufacturer

of Radiopharmaceuticals  
in North America

2<sup>nd</sup> largest radiopharmacy network in the US



## Allergy Immunotherapy

### 2<sup>nd</sup> largest player

in the US Allergenic extract market  
Sole supplier of Venom  
Immunotherapy in the US



## CDMO Sterile Injectables

### Leading contract manufacturer

in North America  
Serves top global innovator pharma  
companies



## CRDMO

### Integrated drug discovery

and development service provider  
Formidable API player  
in multiple therapeutic areas



## Generics

### Over 50 countries served

including regulated markets  
Broad therapeutic areas :  
CVS, CNS, GI and MS



## Proprietary Novel Drugs

### Two drug programs

in clinical trials  
Developing high potential precision  
medicines in Oncology

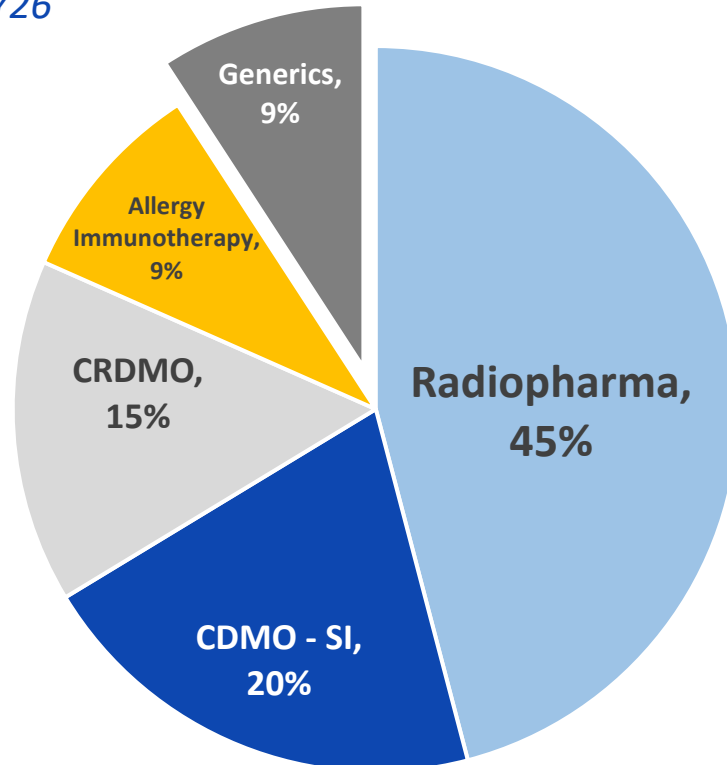
**A global leader with a  
strong team of 5,500  
people**



# Focus on specialty products & services and Dollar revenues

## Business wise Revenue Split

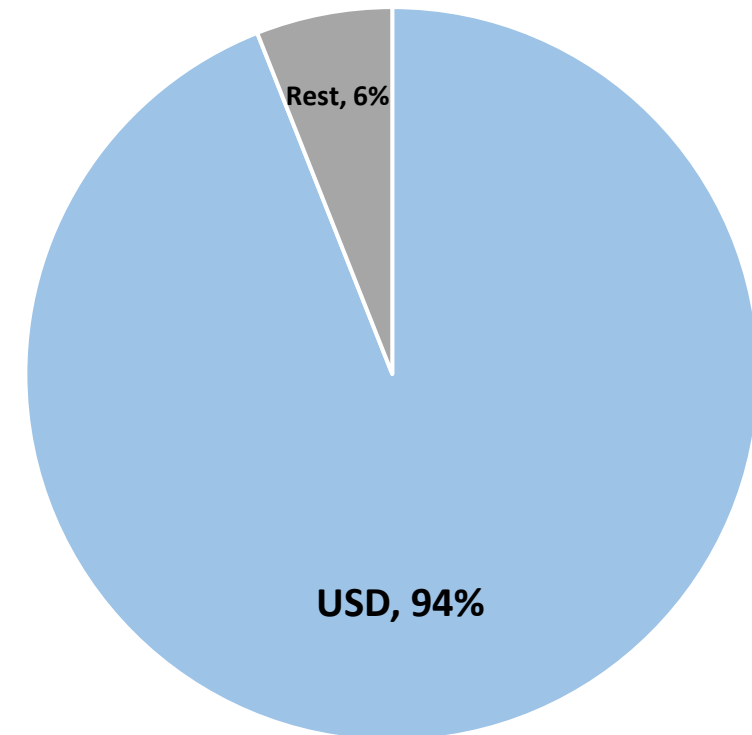
9M'FY26



Specialty Products (Radiopharma, Allergy Immunotherapy) and Specialty Services (CDMO & CRDMO) contribute majority of revenues

## Currency wise Revenue Split

9M'FY26

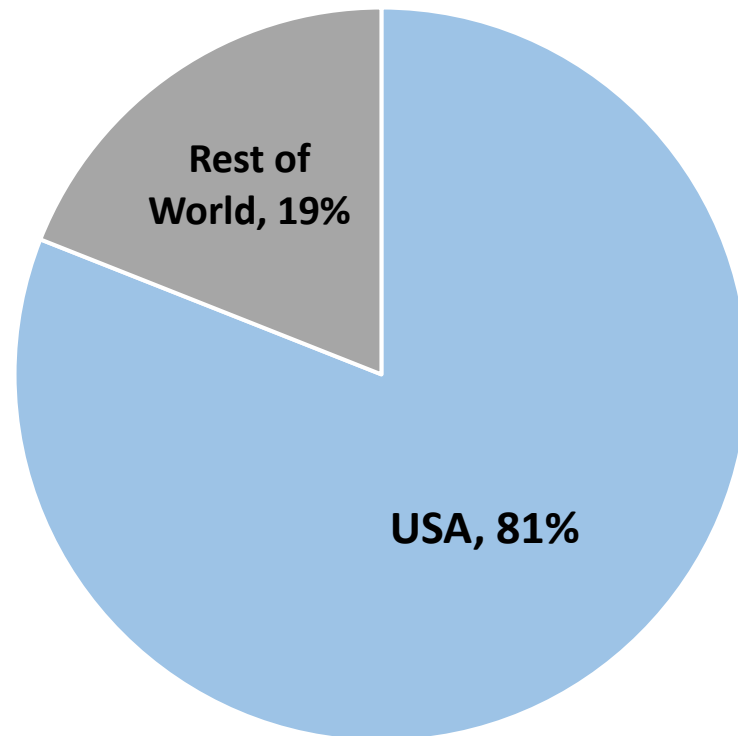


Majority revenues are USD denominated

# Minimal risk from US Tariffs

## Geography wise Revenue Split

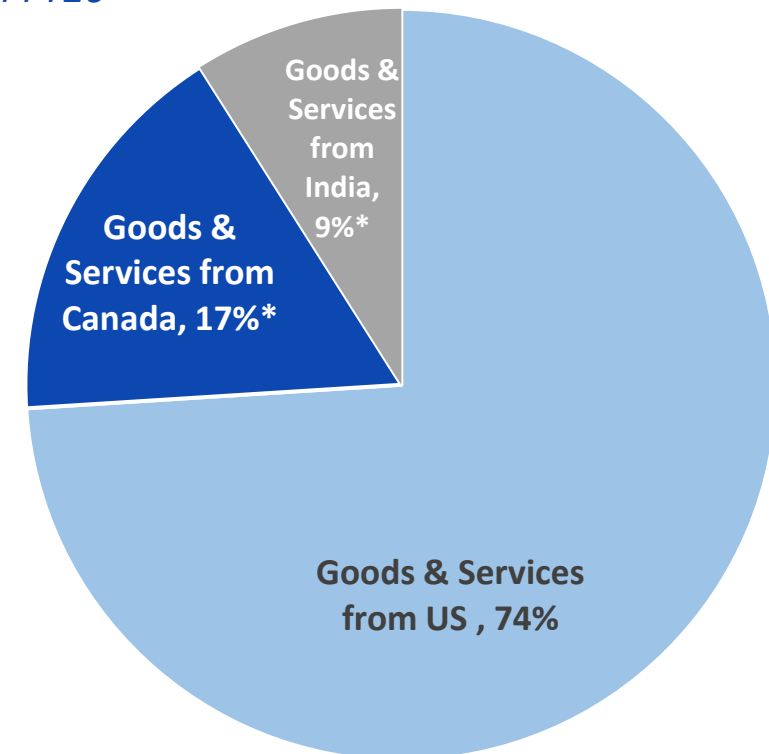
9M'FY26



US market constitutes majority of revenues

## Origin of Goods & Services sold in the US

9M'FY26



Goods from Canada (Radiopharmaceuticals) exempted from tariffs under US- Canada – Mexico trade agreement

\* Goods and Services from Canada 17% : Goods 17%, Services 0%

\* Goods and Services from India 9% : Goods 3%, Services 6%

# State-of-the-art manufacturing and research facilities enable our growth

## NORTH AMERICA

Kirkland, Montreal, Canada  
CDMO – Sterile Injectables   Radiopharmaceuticals



Spokane, Washington, US  
CDMO – Sterile Injectables   Allergy Immunotherapy



## INDIA & EUROPE

Roorkee, Uttarakhand, India - Generics



Nanjangud, Karnataka, India - CDMO API



G. Noida, Uttar Pradesh - Drug discovery



Bengaluru, Karnataka - Drug discovery



France - Drug discovery

**6**  
Manufacturing  
facilities

**3**  
Research facilities

**45**  
Radiopharmacies



# Vision 2030: We aspire to double our revenues by FY30 and we are on the right track

	From FY24	→	To FY30	Actual Trailing 12 Months
<b>2x</b> Revenue	Rs. 6,703 Cr.		Rs. 13,500 Cr.	Rs. 7,918 Cr.
<b>25%</b> EBITDA Margin	~ 15 %		23% to 25%	17%
<b>Zero</b> Net Debt	Rs. 2,457 Cr.		Zero	Rs. 1,751 Cr. End of 9M'FY26
<b>High Teens</b> RoCE	High Single digit		High Teens	11%* 9M'FY26 Annualised

• ( EBIT before exceptional items ) / Average ((Equity + Gross Debt ) less (CWIP adjusted for grant))

# These are our growth drivers to achieve Vision 2030

Business	Growth Drivers
Radiopharma	<b>Leadership</b> in Ruby-Fill® <b>Launch New</b> PET, SPECT and Therapeutic products (MIBG) <b>Invest in 6 high margin</b> PET Radiopharmacies in US
Allergy immunotherapy	<b>Strengthen competitive position</b> and develop new products
CDMO - Sterile Injectables	<b>Double capacity</b> in Spokane, US
CRDMO	<b>Add large pharma</b> customers <b>Grow CDMO</b> and custom manufacturing in API
Generics	<b>Launch new products</b> in the US and Grow profitable Non-US international business



# Radiopharma



# Strong Position in the US with presence across value chain



## Radiopharmaceuticals

*Product &  
Manufacturing*

+

## Radiopharmacy

*Compounding &  
Distribution*

- **Strong & Growing Product Portfolio with market leadership** in select products. E.g. MAA, DTPA
- **Innovative leader in Cardiac Imaging** along with healthy new product pipeline
- **No direct Competition in the US for Iodine-131**, for Thyroid cancer
- **New Drug in pipeline for Pediatric Cancer**
- **2nd largest SPECT Radiopharmacy network in the US** with 42 sites along with own fleet
- **Expanding PET radiopharmacy network** from current three (3) sites to nine (9) sites
- **Capability to compound and distribute patient ready doses** for new products

# Radiopharmaceuticals



**SPECT  
Imaging**

## Low Energy

gamma rays  
detected by SPECT cameras



**PET  
Imaging**

## High Energy

positrons  
detected by a PET scanner



**Radiopharmaceutical  
Therapeutics**

## Systemically or Locally Delivered

radiation using pharmaceuticals

Isotopes - Tc99m

Isotopes - Rb82, F18, Ga68

Isotopes – I131, Lu177, Ac225

### Key Products

MAA, DTPA, Sulfur Colloid,  
Mertiatide

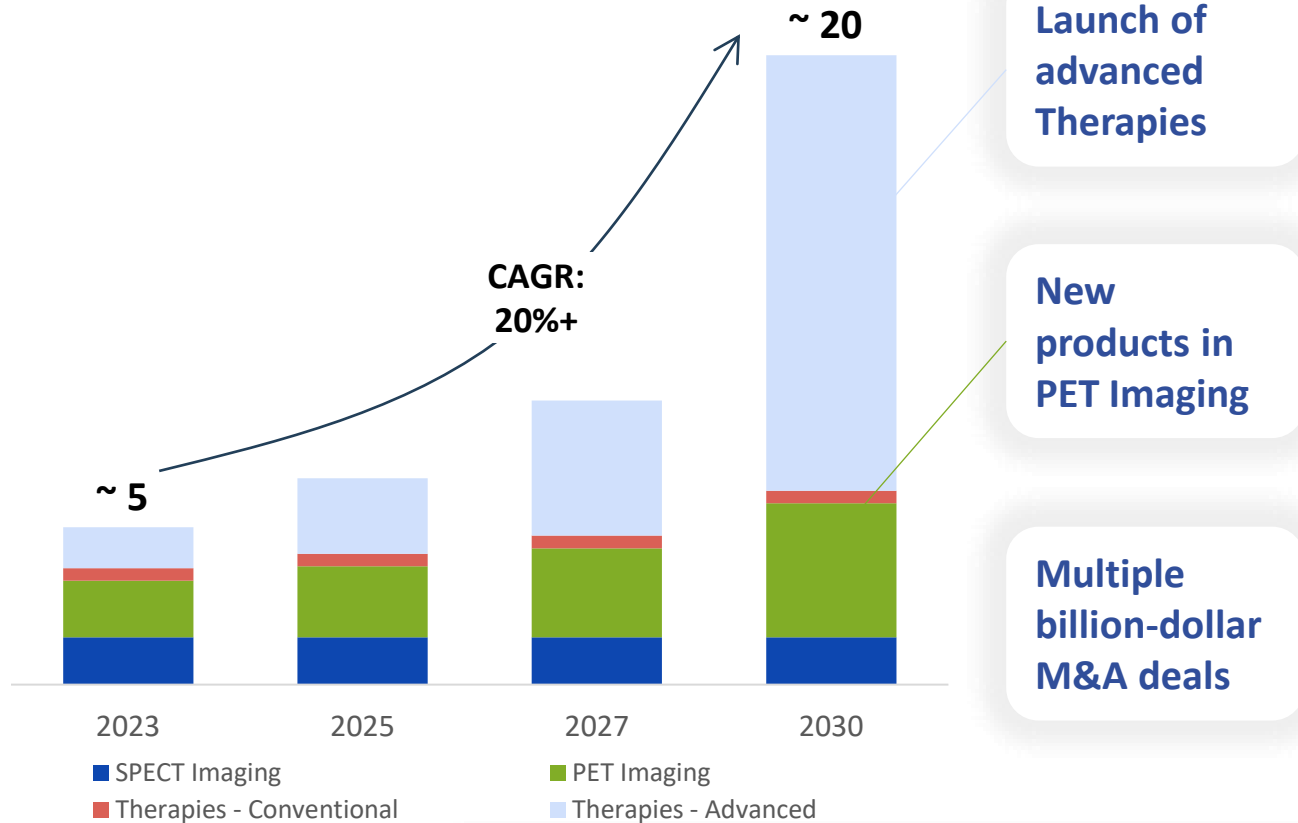
Ruby-Fill<sup>®</sup>, Pylarify, Illuccix,  
Neuraceq, FDG

HICON<sup>®</sup> Sodium Iodide  
I 131, Pluvicto, Lutathera

**Radiopharmaceuticals have a growing role in treatment of life-threatening diseases *e.g. Cancer***

# US Radiopharmaceutical market is growing at 20% CAGR

## US Radiopharmaceutical Market USD Bn.



## Growth Drivers & Trends

- PSMA Therapeutic, Pluvicto for Prostate Cancer ~USD 2.0 Bn.
- PSMA Diagnostics for Prostate Cancer ~ USD 1.8 Bn.
- Broad range of applicability e.g. Alzheimer's
- Special reimbursement for diagnostic products (FIND Act)
- Novartis and Mariana Oncology (USD 1 Bn.)
- AstraZeneca and Fusion (USD 2.4 Bn.)
- Lilly and Point Biopharma (USD 1.4 Bn.)
- BMS and Rayzebio (USD 4.1 Bn.)

**PET imaging & advance therapies are driving the market growth**



# Consolidated Market with high Entry Barriers

## *Managing time sensitive logistics*

**Radioactive isotope decays exponentially.** The half life could be few hours to few days. Goal is to deliver high activity doses

## *Stringent manufacturing & regulatory environment*

Adherence with **extensive license framework**. Stringent manufacturing set up required to handle isotopes

## *Forward integration with radiopharmacies*

Forward integration with radiopharmacies **helps to gain market share**

## *Innovative new product development*

High capex requirement, long developmental cycle and **complex isotope handling requirements** for novel product development.

# We are a leading Radiopharmaceuticals manufacturer in North America

	Organ	Key Indication	Product
<b>PET Dx</b>	Cardiac	Coronary Artery disease	Ruby - Fill®
	Breast	Lymph nodes detection	Sulfur Colloid
	Cardiac	Cardiac blood pool imaging	Tc99m-Gluceptate
		Coronary Artery Disease	Tc99m-Sestamibi
<b>SPECT Dx</b>	Gastrointestinal	Intra-abdominal Infection	Tc99m-Exametazime
	Lung	Pulmonary Embolism	Tc99m-DTPA
		Pulmonary Perfusion	Tc99m-MAA
	Musculoskeletal	Altered osteogenesis	Tc99m-MDP
	Renal	Renal failure	Tc99m-Mertiatide
	Thyroid	Localising thyroid malignancies	I-131
<b>Therapeutics</b>	Thyroid	Hyperthyroidism, Thyroid Cancer	I-131 HICON®

- Diversified across diagnostics & therapeutics
- Current TAM at USD 400 Mn.
- Strong R&D and supply chain
- In-house API manufacturing

# Market leadership in select products

## Draximage® MAA



MAA is used in the **perfusion phase** of a ventilation/perfusion (V/Q) scan to diagnose **pulmonary embolism**. JDI is leading player in the US market

## Draximage® DTPA



DTPA is used to assess **pulmonary ventilation function** in association with MAA to perform a Ventilation/perfusion (V/Q) scan. JDI is leading player in the US market

## Ruby-Fill®



It is used for Cardiac PET scan, to evaluate regional myocardial perfusion in adults with suspected or existing coronary artery disease. JDI is the **innovative leader** in the US market

## HICON® Sodium Iodine I 131 Solution USP



HICON® is a **radioactive therapeutic agent** indicated for the treatment of hyperthyroidism and selected cases of carcinoma of the thyroid. JDI has **no direct competition** in the US market

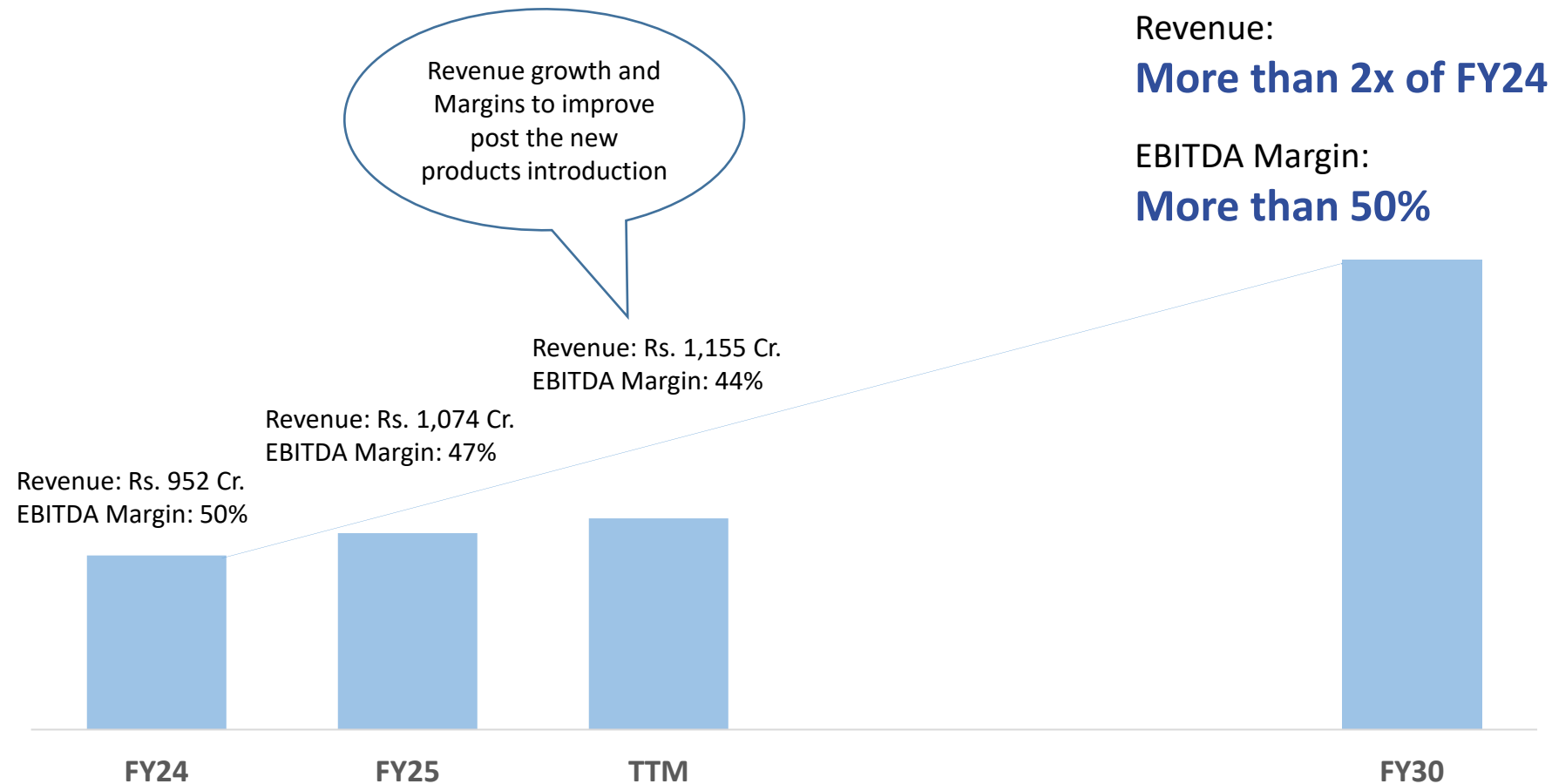


# Radiopharmaceuticals Financials : Q3'FY26 & 9M'FY26

Particulars ( Rs. Cr.)	Q3'FY25	Q2'FY26	Q3'FY26	Y-o-Y		9M'FY25	9M'FY26	Y-o-Y
Revenue	265	291	298	12%		778	859	10%
EBITDA	125	127	122	(2%)		370	374	1%
EBITDA Margin (%)	47%	44%	41%	(610) bps		48%	44%	(400) bps

- Q3'FY26 revenue grew strongly on back of growth in Ruby-Fill ®. Achieved strong 9M'FY26 revenue growth despite generics entry in DTPA by competition
- Q3'FY26 EBITDA margins lower YoY due to change in product mix
- Expect negative revenue impact in Q4'FY26 and Q1'FY27 arising from supply shortages in certain SPECT products. Revenue to normalize from Q2'FY27
- Production has been resumed for SPECT products at our CMO in Q4'FY26. Developing alternate CMO's to mitigate supply-chain risk for key SPECT products

# Radiopharmaceuticals Vision 2030: To more than double the revenues



## Growth drivers:

- Ruby-Fill®
- New PET & SPECT products
- MIBG

# To become leader in cardiac PET Imaging through Ruby-Fill®

## Ruby-Fill® Rubidium 82 generator and Elusion System



### Competitive advantage

- Longer life per generator (7 weeks vs 6 weeks for peer)
- Better image quality and consistency
- Constant Activity
- Higher number of scans per day vs Fluorine 18 labelled agents
- No additional shielding capex vs Fluorine 18 labelled agents

### Current Position

- Market Size ~ USD 180 Mn. and growing at 12%
- Market share ~ 25% and growing

### Product Innovation

- AI enabled 3D cardiac blood flow quantification

21 % ( FY25 ) vs 37% ( 9MFY26 annualized) growth in install base on the back of superior value proposition

# Launch new PET and SPECT imaging products with a TAM of USD 550 Mn

Developing new products in SPECT Imaging to maintain leadership & in PET Imaging for growth



Timeline	Incremental TAM USD Mn.	Potential Peak Annual Sales - USD Mn.	No. of launches
FY27	30	15	1
FY28	250	50	4
FY29	270	55	4
<b>Total</b>	<b>550</b>	<b>120</b>	<b>9</b>

Growth drivers:

- Ruby-Fill®
- New PET & SPECT products
- MIBG



# Launch MIBG by CY27

## Growth drivers:

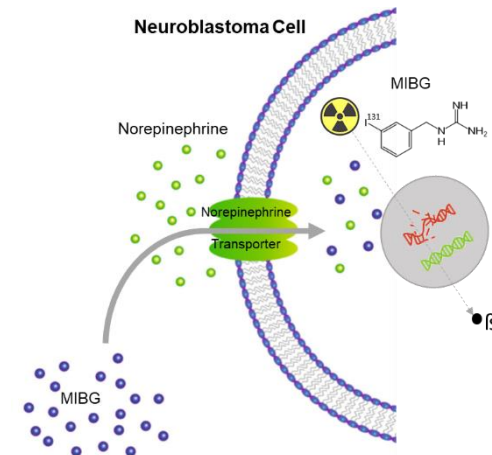
- Ruby-Fill®
- New PET & SPECT products
- MIBG

## HICON® Sodium Iodide I 131 - Commercialised



- Iodine I 131, HICON® is standard care for patients
- Used for diagnosis and treatment of Thyroid cancer
- Used in imaging & treatment for pediatric cancer - Neuroblastoma
- Relapsed / Refractory patients have limited treatment options

## MIBG - Undergoing Clinical trials



- Potential peak sales USD 70 - 100 Mn.
- Data package to FDA by Apr - Jun'26
- Pre NDA meeting with FDA by Sep'26
- NDA filing post FDA meeting by H2'FY27

# Radiopharmacy





# Radiopharmacies are critical in generating value

## SPECT Radiopharmacy



## PET Radiopharmacy



### Growth Drivers & Trends

- **Consolidated market in the US. Large M&A transactions** in Radiopharmacies
- **Increasing demand for novel PET products** driving PET radiopharmacies growth
- **Stringent USP 825 regulations** to drive increase in therapeutics dispensing through Pharmacy
- **Emerging radioisotopes landscape** such as Ga-68, Cu-64, Lu-177, Ac-225

# Consolidated market with high Entry Barriers

## Consolidated Market

	# of radio pharmacies in the US	SPECT pharmacies	PET pharmacies	# of hospitals served in the US
 CardinalHealth™	160+	✓	✓	~ 4,100
 JUBILANT RADIOPHARMA	45	✓	✓	~ 1,800
 SIEMENS Healthineers PETNET Solutions	41		✓	~ 700
 RLS	31	✓		~ 900
 PharmaLogic Take The Lead	42	✓	✓	~ 200
 SOFIE	14		✓	~ 200

## Barriers to Entry

- Stringent Regulations**  
 Each treatment site is required to obtain a license from Nuclear Regulatory Commission and comply with additional state, local, and hospital regulations for transportation and usage
- Intricate Supply Chain**  
 A robust supply chain is required given short product half-lives and strong customer preference for just-in-time ordering, compared to large bulk orders
- Complex Care Coordination**  
 Requires awareness, education, and collaboration across multiple hospital departments
- Skilled Manpower Requirement**  
 Authorized nuclear pharmacists require at least 4,000 hours of training or experience in nuclear pharmacy practice along with rigorous examinations



# The 2<sup>nd</sup> largest radiopharmacy network in the US



**45**

Radiopharmacies  
with ~ **20%**  
volume market  
share



**1,800**

hospitals  
catered

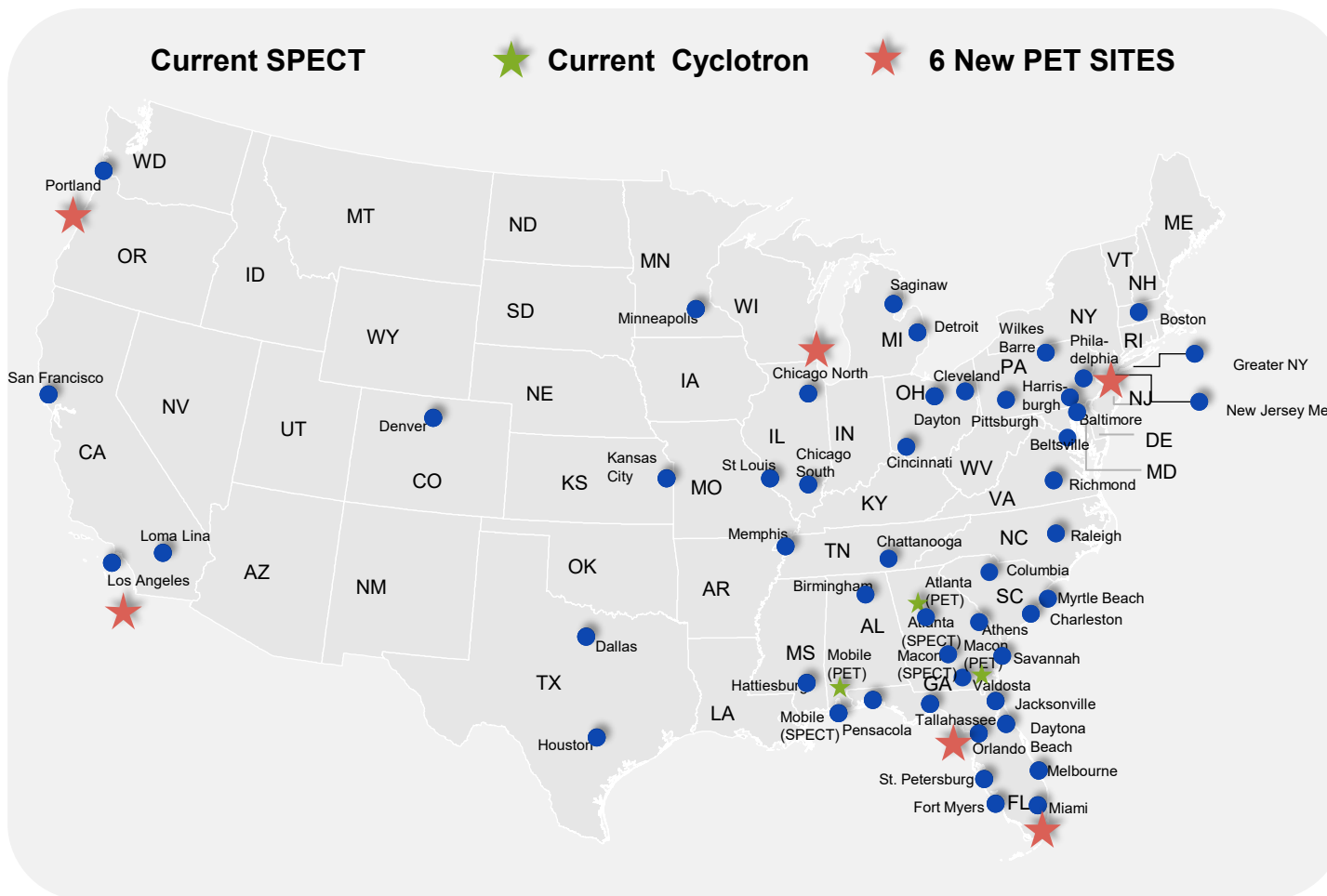


**6** customized  
doses delivered  
**every  
minute**



**99%+**

on-time deliveries,  
Use of AI for route  
optimization



**USP<825>**

JDR network is USP 825  
compliant



**Business moat**

Unique combination of  
SPECT manufacturing &  
radiopharmacy network



**6**

Planning new sites in  
PET network



**Therapeutics**

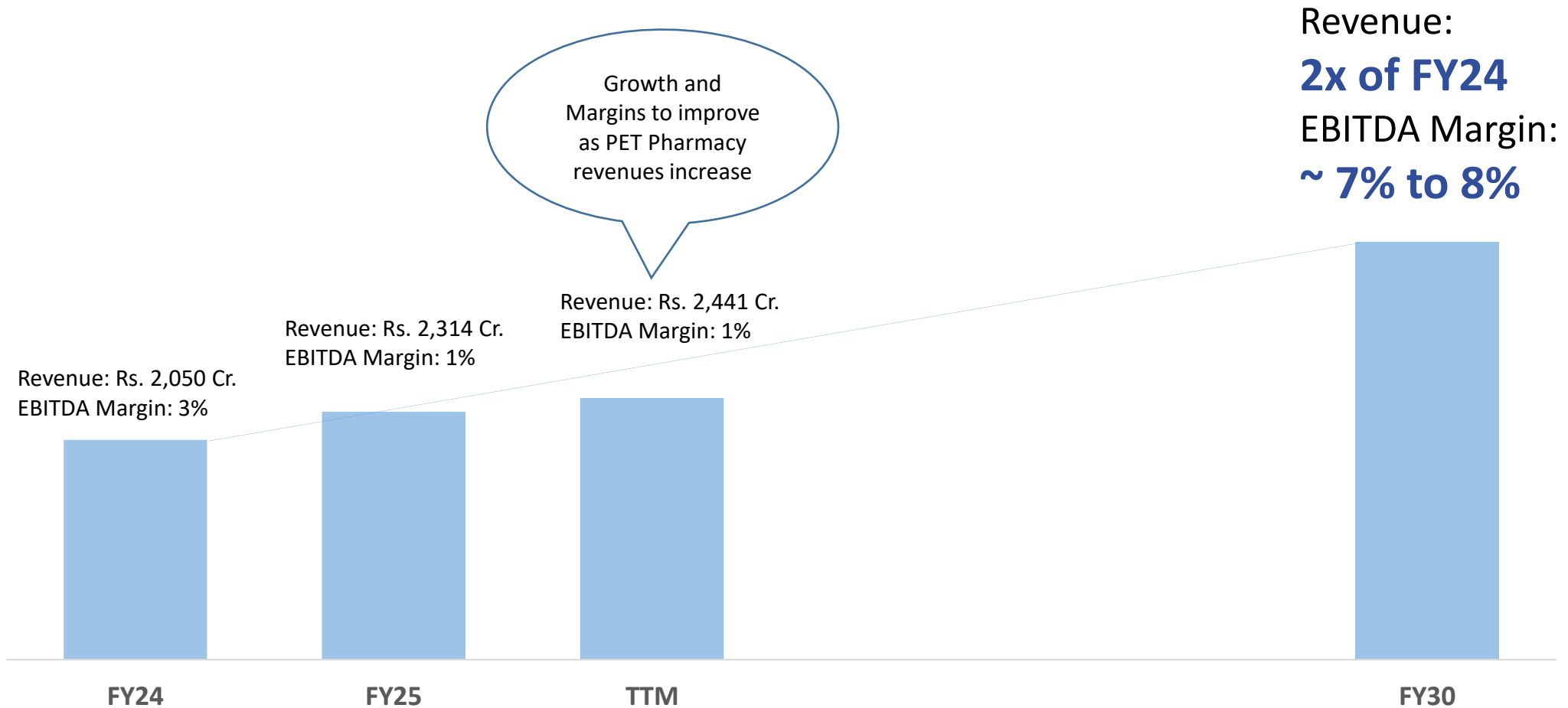
distribution is preferred  
from radiopharmacies

# Radiopharmacy Financials : Q3'FY26 & 9M'FY26

Particulars ( Rs. Cr.)	Q3'FY25	Q2'FY26	Q3'FY26	Y-o-Y		9M'FY25	9M'FY26	Y-o-Y
Revenue	576	607	637	11%		1,715	1,841	7%
EBITDA	5	8	7	29%		24	25	4%
EBITDA Margin (%)	1%	1%	1%	10 bps		1%	1%	0 bps

- Q3'FY26 revenue grew YoY on the back of increase in volume from PET products
- Started distribution of Pluvicto, leading radiopharmaceutical to treat Prostate cancer
- Q3'FY26 EBITDA flattish YoY. Competitive intensity in SPECT radiopharmacy business continues

# Radiopharmacy Vision 2030: Double the revenues, expand margins by adding 6 PET Radiopharmacies



# Expanding PET Radiopharmacy network from current 3 sites to 9 sites

## Growth driver:

- PET expansion



- **Strengthened network to enable long term contracts** with PET radiopharmaceutical manufacturers
- **Fully operational by FY28.** Funding through internal accruals and long-term credit
- **Expect Asset turnover of 1.0x and RoCE 20% +** on the USD 50 Mn. investment

**Continue to increase in PET radiopharmacy revenues from the current 3 sites**



A close-up photograph of two bees on a purple flower. The bees are black with yellow stripes. One bee is positioned above the other, both facing towards the left. The flower has many small, delicate purple petals. The background is a soft, out-of-focus green. A semi-transparent dark grey rounded rectangle is centered over the image, containing the text 'Allergy Immunotherapy' in white.

# Allergy Immunotherapy

# Allergy immunotherapy is the sole way to fundamentally reduce allergen hypersensitivity

- 20% + global population have allergies e.g. Asthma and Allergenic Rhinitis
- Allergy Immunotherapy requires repeated shots of allergic antigens to develop immunity

**Allergies**



**Testing**

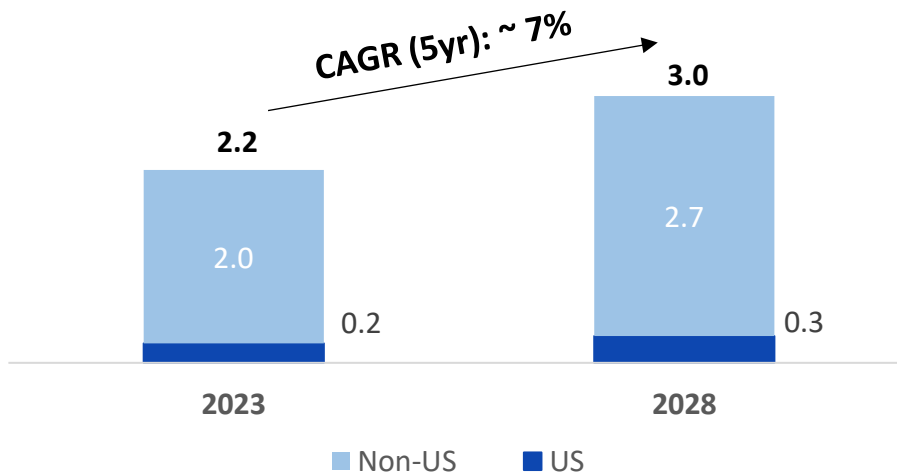


**Treatment**



# Global Allergy Immunotherapy market is expected to grow by ~ 7%

## Global Allergy Immunotherapy Market USD Bn.



### Growth Drivers and Trends

- **Concentrated US market** with 3 players
- **Complex supply chain** from sourcing to processing
- **Grandfathered approvals**, new product needs BLA
- **Market increasing** in Sub-Lingual delivery
- **Challenging reimbursement** landscape

# 2<sup>nd</sup> largest player in the US Sub-Cutaneous Allergy Immunotherapy market

- 100-year-old 'HollisterStier' brand
- Sole Supplier of Venom extracts in the US
- 200+ allergenic & 6 venom extracts
- Onshore US FDA approved manufacturing
- Dedicated sales force in the US
- 2,000+ Allergists / ENTs as customers

## Venom Extracts



Venom extracts for Honey Bee and other insects

## Allergenic Extracts



Allergenic extracts for Dog, Cat, Mite, Tree, Pollen etc.

## Skin Testing Devices



Multiple skin testing systems

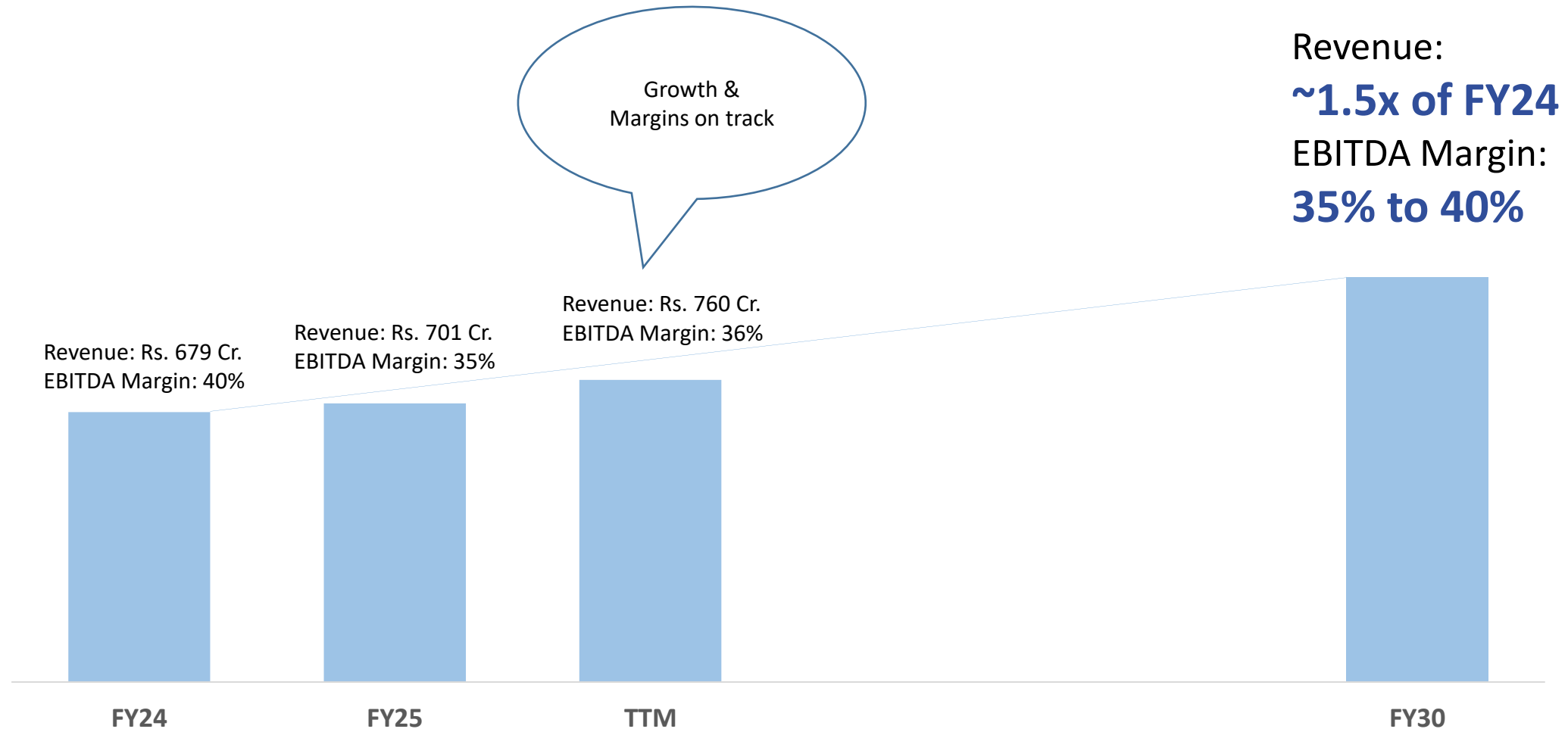


# Allergy Immunotherapy Financials : Q3'FY26 & 9M'FY26

Particulars ( Rs. Cr.)	Q3'FY25	Q2'FY26	Q3'FY26	Y-o-Y		9M'FY25	9M'FY26	Y-o-Y
Revenue	171	194	193	12%		509	568	11%
EBITDA	48	76	49	2%		157	188	19%
EBITDA Margin (%)	28%	39%	25%	(250) bps		31%	33%	220 bps

- Q3'FY26 revenue grew on the back of growth across US & Outside US markets
- Q3'FY26 EBITDA lower QoQ due to lower production. Expect to cover the gap in Q4'FY26 to deliver full year normalised margins

# Allergy Immunotherapy Vision 2030: Solidify position as a scientific leader



# Allergy Immunotherapy Growth Drivers

## Strengthen competitive position in US

- Retain and grow **Venom customers** & patient base
- Increase US revenue in **Allergenic extracts** through targeted marketing



## Grow outside US business

- Increase outside US **Venom sales** through strategic partnerships in European markets



## Increase investment in R&D

- Develop new products & technologies
- Build treatment **innovation** through partnerships and alliances

A photograph of a pharmaceutical worker in a cleanroom. The worker is wearing a white full-body protective suit, a hood, and yellow gloves. They are holding a small vial or syringe. The background shows a complex industrial environment with stainless steel equipment, glass partitions, and bright overhead lighting. In the foreground, there is a large, curved, metallic structure, possibly part of a machine, with a rainbow-like reflection on its surface.

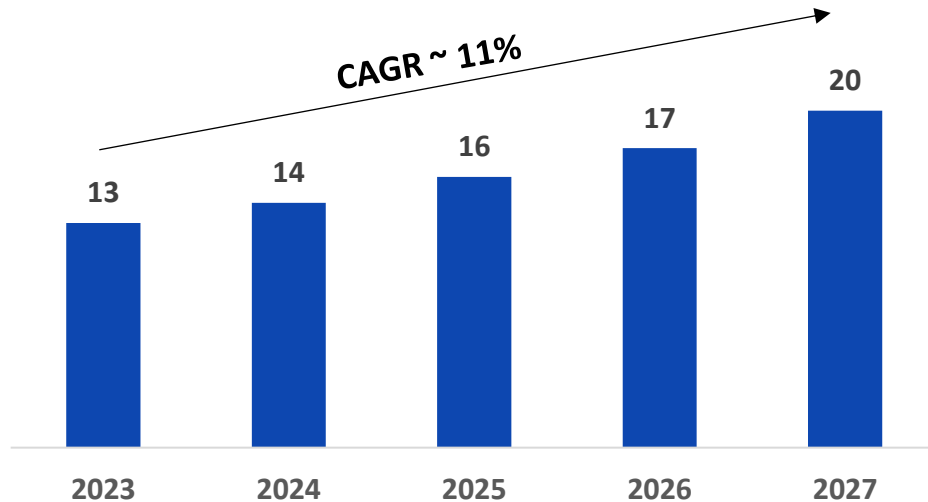
# CDMO - Sterile Injectables



# CDMO - Sterile Injectables is seeing demand supply gap widening

## Global CDMO-SI Market Size

USD Bn



## Vial filling ( Units in Billions )

Year	2023	2024	2025	2026	2027
Demand	4.9	5.2	5.7	6.2	6.8
Supply	5.5	5.8	6.1	6.1	6.1

**Demand supply gap of 700 Mn. vials in 2027,  
to be further widened by industry consolidation**

## Growth Drivers & Trends

- **Innovator Pharma companies**, for their US requirement, are planning to shift the **manufacturing** from Europe to US, as a risk mitigation measure due to impending Tariffs by the US Govt.
- **Consolidation in supply** due to large acquisitions - Catalent Inc. by Novo Holding
- **Increasing number of drugs** in Biologics pipeline and Loss of exclusivity
- **Reduction in offshoring** by innovators due to regulatory and supply chain advantages

# Market with high Entry Barriers



- **Majority of commercial contracts are typically long duration** (typically 3 years or more with auto renewal)
- **Greenfield expansion is considerably difficult** due to high up-front capex required with ongoing opex to support initial product commercialization
- **Innovator companies prefer onshore North American manufacturers** with a good quality track record in light of continuing supply challenges
- **Attractive niches & Technology** (e.g., Isolator Technology, Multi Dose Preservative Free ophthalmic drops, etc.) have emerged, driven by requirements of differentiated technologies, higher quality standards, people capabilities and capital investment
- **High switching costs for customers** due to significant tech transfer time (18-24 months), other challenges, e.g., quality
- **Stringent regulatory requirements (FDA) for sterile manufacturing**, with ever evolving landscape making difficult for new entrants

# We are a leading North American CDMO player with unique capabilities and strong customer relationships



- **5 of the top 20** pharma companies as customers
- **25+** customers across the world with multiple products having patent protection and limited competition
- **5+ years** average relationship time with Top 10 Customers
- **90%+ repeat customer** business
- **24 months** of switching timelines for customers
- **Full suite of services** including sterile fill and finish (Liquid & Freeze dried), Ophthalmic (Liquids and Ointments) and Biologics
- **10+ years of US FDA compliant status** at flagship site in Spokane

The business is engaged in Fill and Finish for Sterile Injectables, where a sterile drug is transferred from a filling needle into a sterile vial and then a stopper is applied, except in cases, where the drug requires sterile lyophilization.

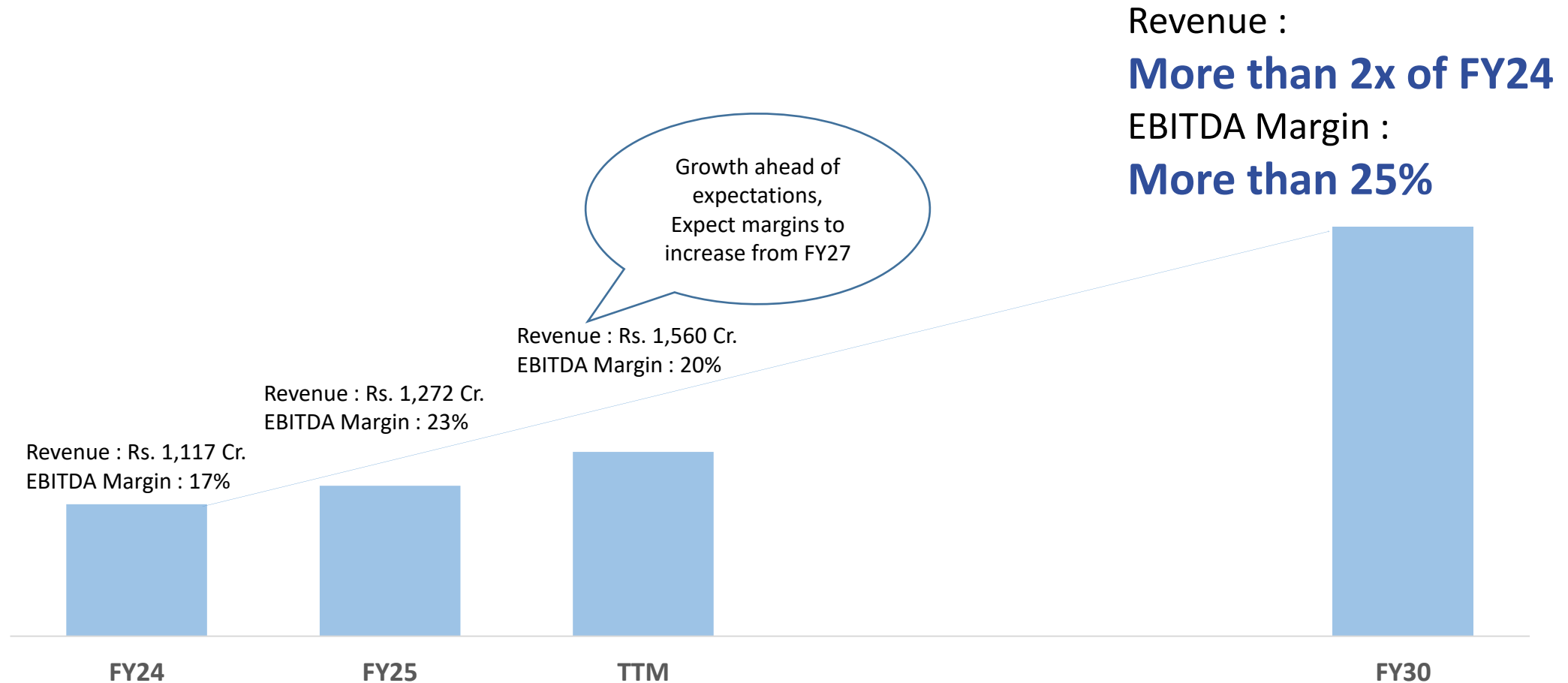
# CDMO Sterile Injectables Financials : Q3'FY26 & 9M'FY26



Particulars ( Rs. Cr.)	Q3'FY25	Q2'FY26	Q3'FY26	Y-o-Y		9M'FY25	9M'FY26	Y-o-Y
Revenue	306	393	457	49%		932	1,220	31%
EBITDA	51	94	68	31%		197	223	13%
EBITDA Margin (%)	17%	24%	15%	(200) bps		21%	18%	(290) bps

- Q3'FY26 revenue grew strongly on YoY due to incremental revenues from technology transfer programs from Line 3 at Spokane
- EBITDA margins were lower YoY due to shutdown at Montreal facility on account of remediation post FDA observations. Production has been resumed in Q4'FY26
- 9M'FY26 EBITDA margins for Spokane facility stands at 25%

# CDMO - Sterile Injectables Vision 2030 : Double revenues by doubling of capacity at Spokane



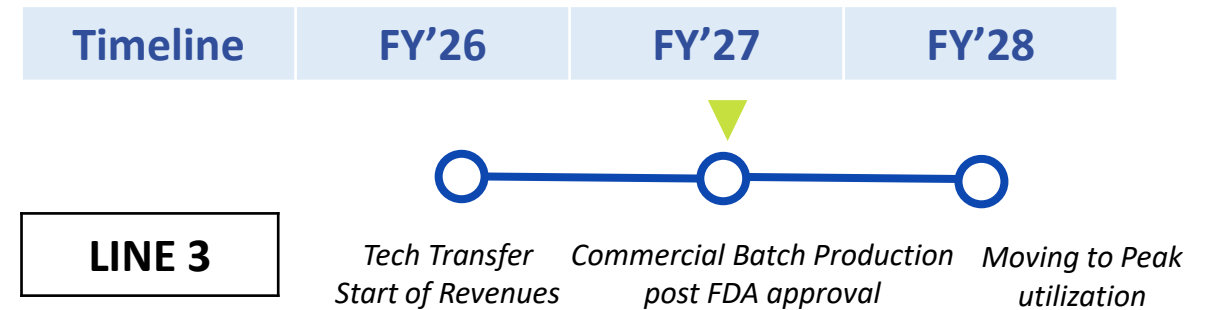


# Line 3 Technology transfer revenues continue to grow

## Commercial Batch Production expected to start in FY27

Growth driver:

- Doubling Capacity at Spokane



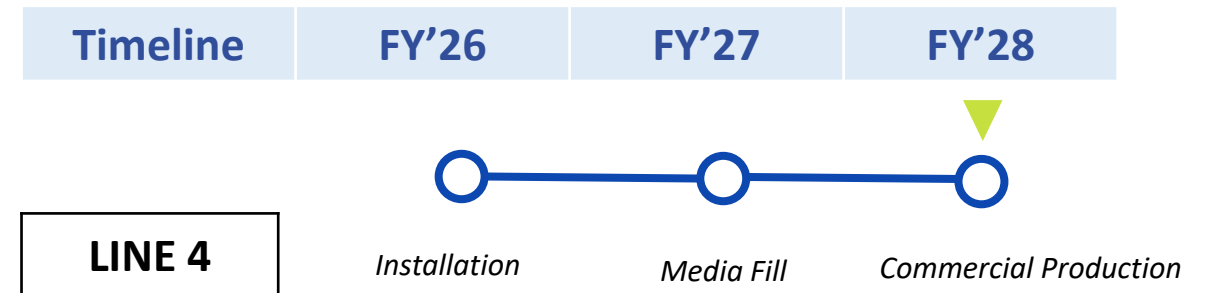
- Line 3 revenues continue to grow on the back of multiple technology transfer programs
- Expect commercial batch production to start in FY27; To reach full utilization in 3 ½ years
- Peak revenue potential of USD 80 to 90 Mn.

# Line 4 installation on track

## Technology transfer revenues expected to start in FY27

Growth driver:

- Doubling Capacity at Spokane



- Line 4 installation on track
- Building a strong order book pipeline
- Expect technology transfer revenues to start in Q4'FY27
- To reach full utilization in 3 ½ years
- Peak revenue potential of USD 80 to 90 Mn.

# Focused on remediation and breakeven at existing line

## New Isolator Line construction started at Montreal facility



**JUBILANT**  
PHARMOVA

Growth driver:

- New Isolator Line at Montreal



### Existing Line

- Remediation focused on process changes & engaging third party oversight in batch production & release
- Production has been resumed in Q4'FY26
- Target to improve EBITDA substantially in FY27
- Target EBITDA breakeven in FY28

### New Isolator Fill & Finish Line ( Line 5 )

- Construction started; Orders placed for Plant & Machinery
- Capex at USD 114 Mn., Concessional loan at USD 35 Mn.
- Expect Technology transfer revenue to start in FY29





# CRDMO: Drug Discovery Services, CDMO API



# CRDMO: Drug Discovery, CDMO - API

## India uniquely positioned to benefit from Friendshoring

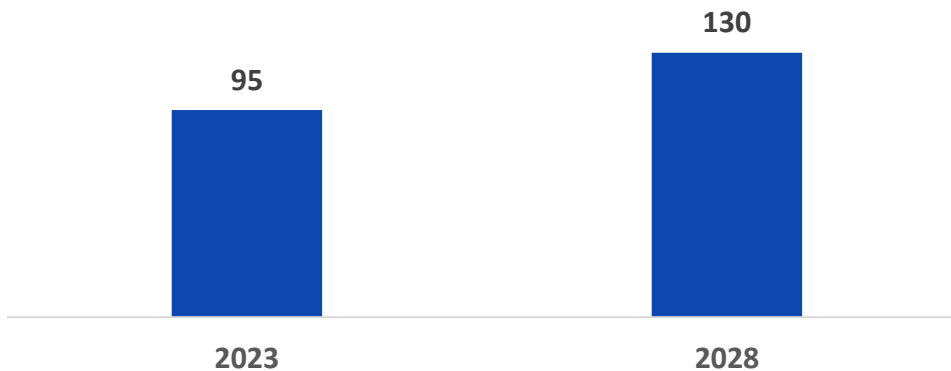
### Drug Discovery Services Market Size

USD Bn.



### CDMO API Market Size

USD Bn.



### Growth Drivers & Trends

#### Drug Discovery Market

- Biosecure Act advantage
- Rise in specialized technologies such as ADCs and oligonucleotides

#### CDMO API Market

- Rising interest in custom generics
- Rapid momentum in specialized CDMO services

# We are a leading CRDMO for science with superior customer relationships



- **8 of the top 20 pharma** companies as customers with 5x increase in revenue share from Large Pharma
- **Indian Leader for “Integrated Drug Discovery”**, with a track record of +85 programs and Big pharma strategic partnership
- **Strengthen European penetration**, with multifold revenue increase
- **Fully integrated Chemistry powerhouse** from mg to multi-tons
- **Successful launch of new CDMO services** for Biotech and Large Pharma

# ...with state of the art integrated CRDMO platform

## Drug Discovery Services & Early CDMO

## Late CDMO & APIs



**CoE Biologics  
( St. Julien, France )**

**~ 35 Scientists**

Antibody Drug  
Conjugates, Biologics

**Immune - oncology  
Expertise**



**Integrated  
Drug Discovery Centre  
(IDDC, Bengaluru)**

**~ 350 Scientists**

Identifying target to  
candidate selection

**+85  
Integrated Programs  
delivered**



**Chemistry Research  
Innovation Centre  
(CIRC, G. Noida)**

**~ 750 Scientists**

Synthetic, Medicinal,  
Analytical and  
Computational Chemistry

**~40 clients  
in last 3 years**



**Contract Development &  
Manufacturing Centre  
(API CDMC)**

**~250 Scientists**

Process Research Chemistry  
& Manufacturing

**From mg to kg  
Supporting Scale-up up to  
20 kg**



**Advanced Intermediate  
&  
API Manufacturing**

**900+ MT of capacity**

US FDA, Japan PMDA,  
Korea KFDA, Brazil ANVISA

**Potent API expertise  
OEB Class 1-4 API potency**

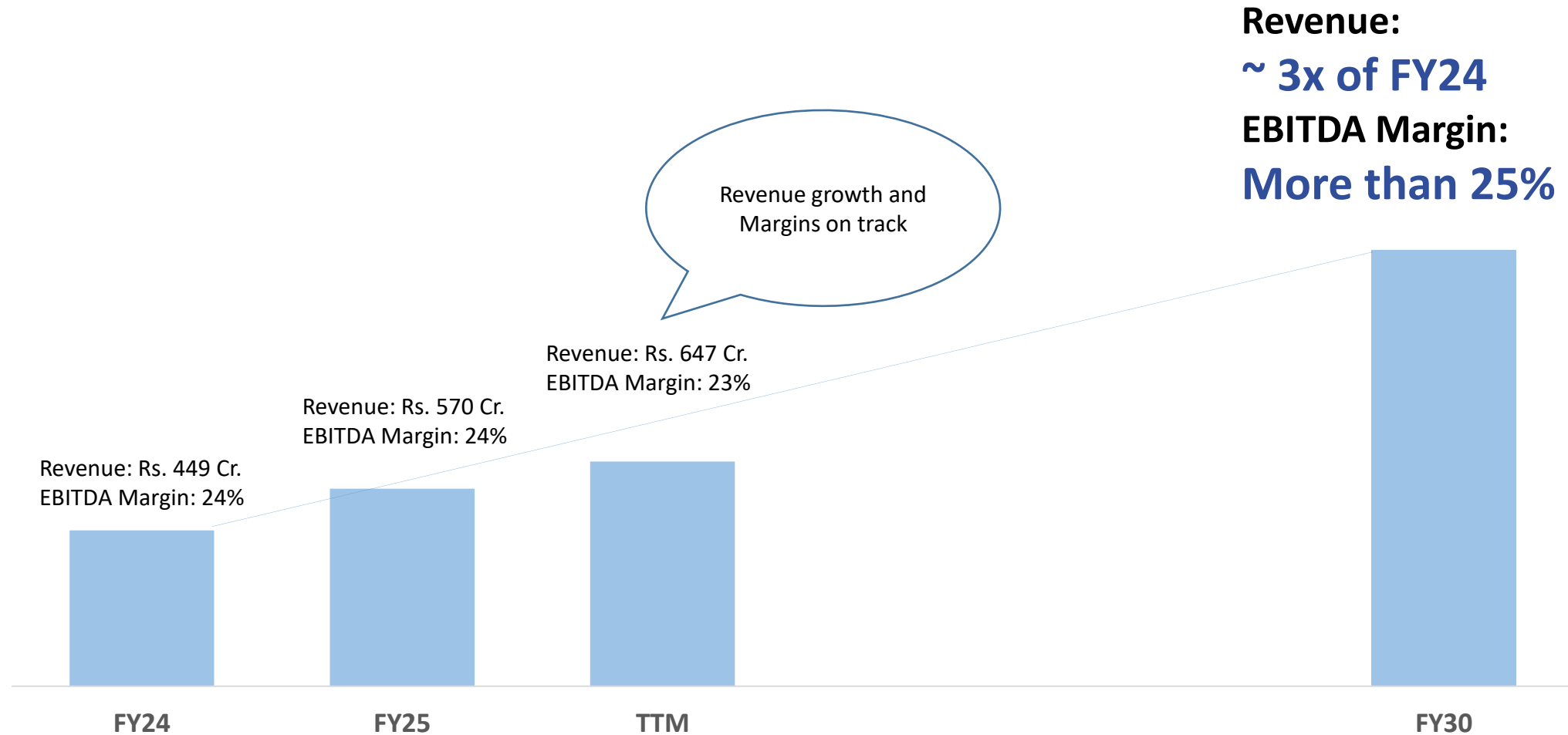
# Drug Discovery Financials : Q3'FY26 & 9M'FY26

Particulars ( Rs. Cr.)	Q3'FY25	Q2'FY26	Q3'FY26	Y-o-Y		9M'FY25	9M'FY26	Y-o-Y
Revenue	150	162	169	13%		414	492	19%
EBITDA	39	33	44	14%		96	109	13%
EBITDA Margin (%)	26%	21%	26%	20 bps		23%	22%	(100) bps

- Q3'FY26 revenue increased YoY from scaling large Pharma contracts
- Q3'FY26 EBITDA margins higher QoQ due to change in revenue mix towards CDMO. 9M'FY26 EBITDA grew by 13% over last year same period



# Drug Discovery Vision 2030 : Triple revenues & maintain profitability



# Drug Discovery Services: Leverage Large Pharma potential



## Growth driver:

- Add Large Pharma



### Biosecure Act

- **Biosecure ACT becomes law** in the Unites states
- Federal agencies must not enter in contract with a biotechnology company of concern

- Execute strategy on Large Pharma
- Build Footprint in EU
- Introduce ADCs, mAbs, and Biologics platforms

# Drug Discovery Services: Expansion at current and new sites to enable revenue growth

Expansion at current sites, Greater Noida & Bengaluru



Expansion at new site, Devanahalli, Bengaluru



Capacity : 1,000 FTE's ( FY25 ) → 2,000 FTE's ( FY28 ) → 4,000 FTE's ( FY30 )

Increasing capacity in a phased manner ; Total Capex USD 150 Mn. ( Expect RoCE > 20% )

# Drug Discovery Services: Added capability in Biologics through strategic partnership with Pierre Fabre



- Expanded TAM by USD 1.4 Bn. in mAbs and ADCs
- Added strategic footprint in the EU
- Enhanced domain expertise in ADC
- Unique & cost-effective delivery model

Integration complete; Investing in Business development team

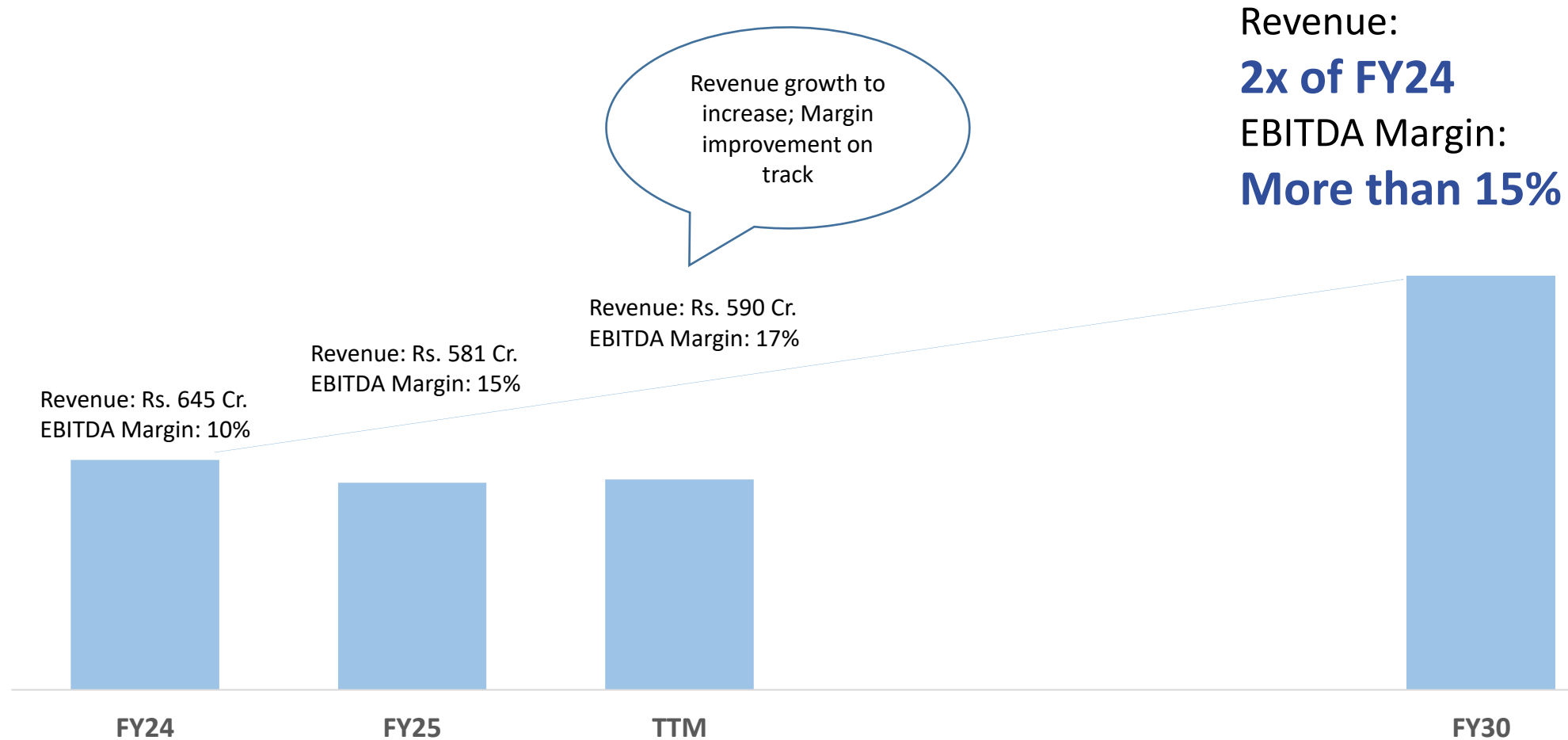


# API Financials : Q3'FY26 & 9M'FY26

Particulars ( Rs. Cr.)	Q3'FY25	Q2'FY26	Q3'FY26	Y-o-Y		9M'FY25	9M'FY26	Y-o-Y
Revenue	142	137	129	(9%)		399	407	2%
EBITDA	20	21	18	(10%)		49	61	26%
EBITDA Margin (%)	14%	15%	14%	(10) bps		12%	15%	280 bps

- Industry wide pricing pressure continues. Focusing on portfolio management
- Q3'FY26 EBITDA margins flat YoY despite decrease in revenue due to profitable product mix
- 9M'FY26 EBITDA margins improved by 280 bps over last year

# API Vision 2030 : Double revenues and increase profitability



## Growth driver:

- Grow CDMO API



- **Further Strengthen CDMO:** Leverage GMP manufacturing capabilities for Innovative New Chemical Entities
- **Custom Manufacturing:** Partner with large pharma to manufacture products requiring life cycle management
- **China plus one strategy:** Resilient supply chain through increased backward integration & diversified supplier base

- Completed sale and transfer of API business to “Jubilant Biosys”, wholly owned subsidiary of company
- Combined platform to improve operational efficiency and superior brand recall of “Jubilant Biosys”
- Increase asset utilization of API business by improving revenue mix towards Custom manufacturing & CDMO

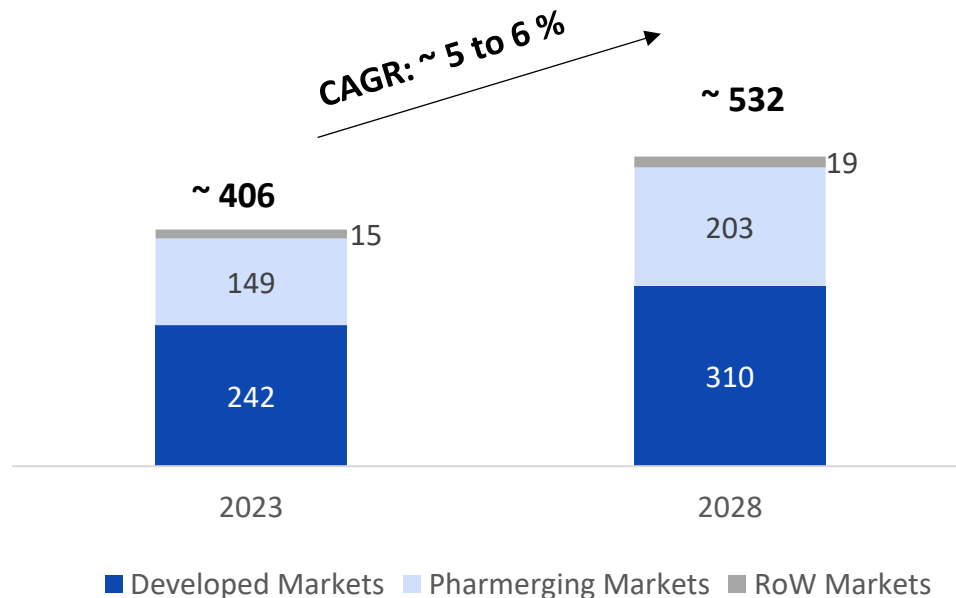


# Generics



# Global Generics market expected to grow by ~ 5% to 6%

## Generics Market USD Bn



## Growth Drivers and Trends

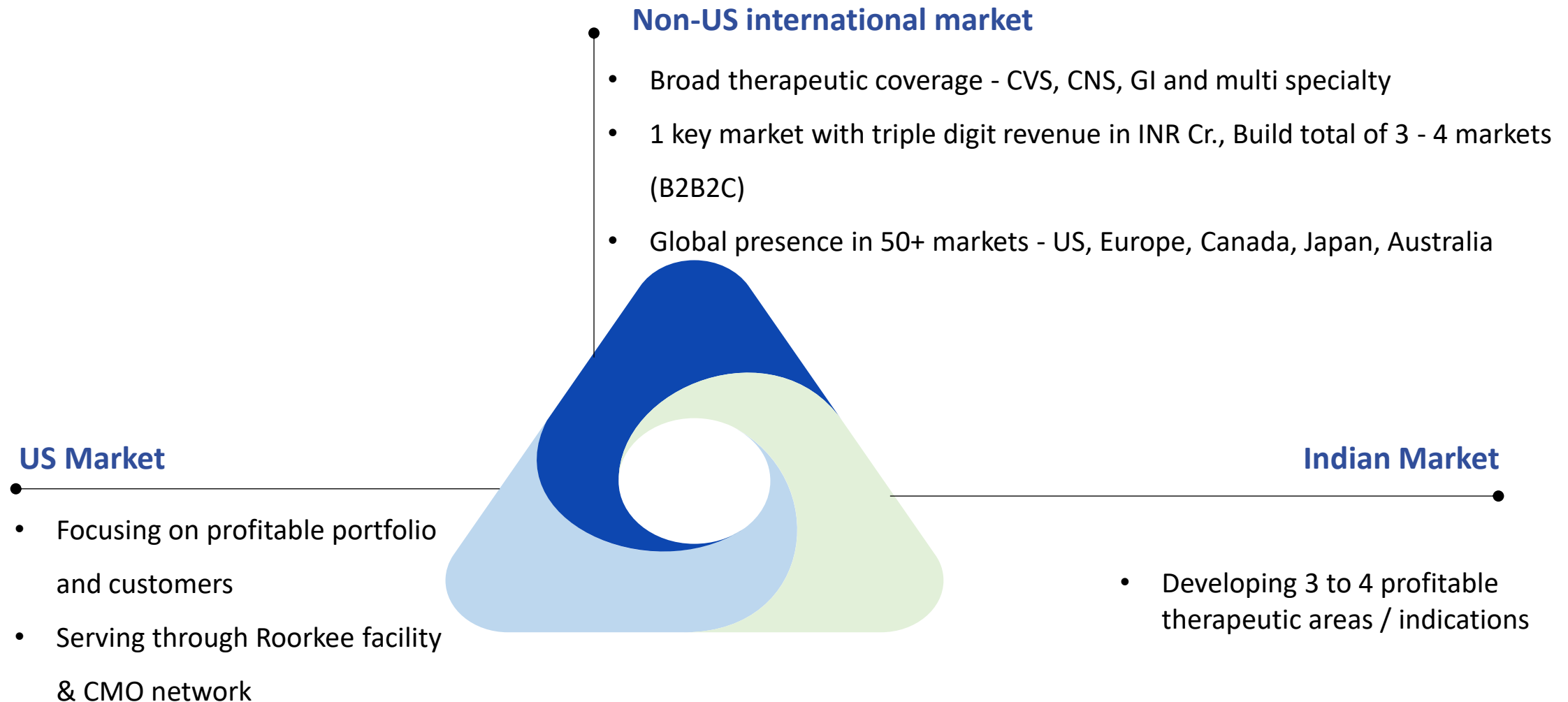
### Developed Market

- US market to grow at 2%
- Non-US market to grow by 5 - 7%

### India Market

- India market to grow in excess of 8%
- Brand building and in-clinic effectiveness are key drivers

# We are building a growing, profitable & agile business model



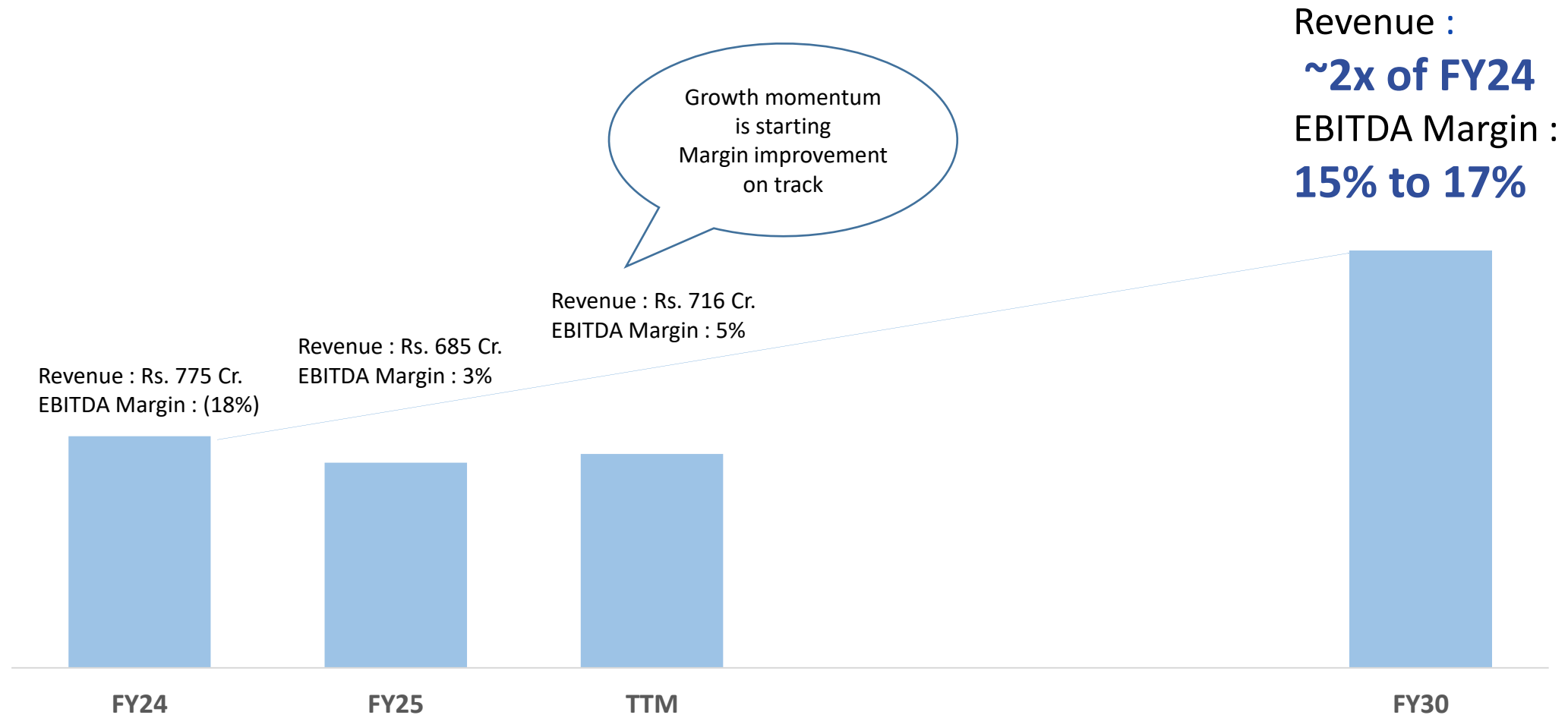
# Generics Financials : Q3'FY26 & 9M'FY26

Particulars ( Rs. Cr.)	Q3'FY25	Q2'FY26	Q3'FY26	Y-o-Y		9M'FY25	9M'FY26	Y-o-Y
Revenue	200	167	226	13%		528	559	6%
EBITDA	30	14	26	(16%)		40	51	27%
EBITDA Margin (%)	15%	8%	11%	(390) bps		8%	9%	150 bps

- Q3'FY26 revenue grew strongly on YoY basis on the back of new products
- 9M'FY26 EBITDA margins higher by 150 bps on YoY basis due to better product mix. 9M'FY26 EBITDA increased by 27% over last year, same period

# Generics Vision 2030:

## Reach top quartile profitability for similar size companies





# Generics Growth Drivers



## Launch 6 to 8 new products annually

- Relaunch dormant ANDAs from Roorkee and CMO network
- Secure ANDAs approvals
- In license and acquire targeted ANDAs



## Grow the profitable Non-US international market

- Launch 6 to 8 new products every year
- Scale 3 to 4 key markets



## Build branded business

- Build presence in Diabetes, Dyslipidemia and Hypertension
- Scale in weight management
- Grow 1.5 times the Industry growth rate



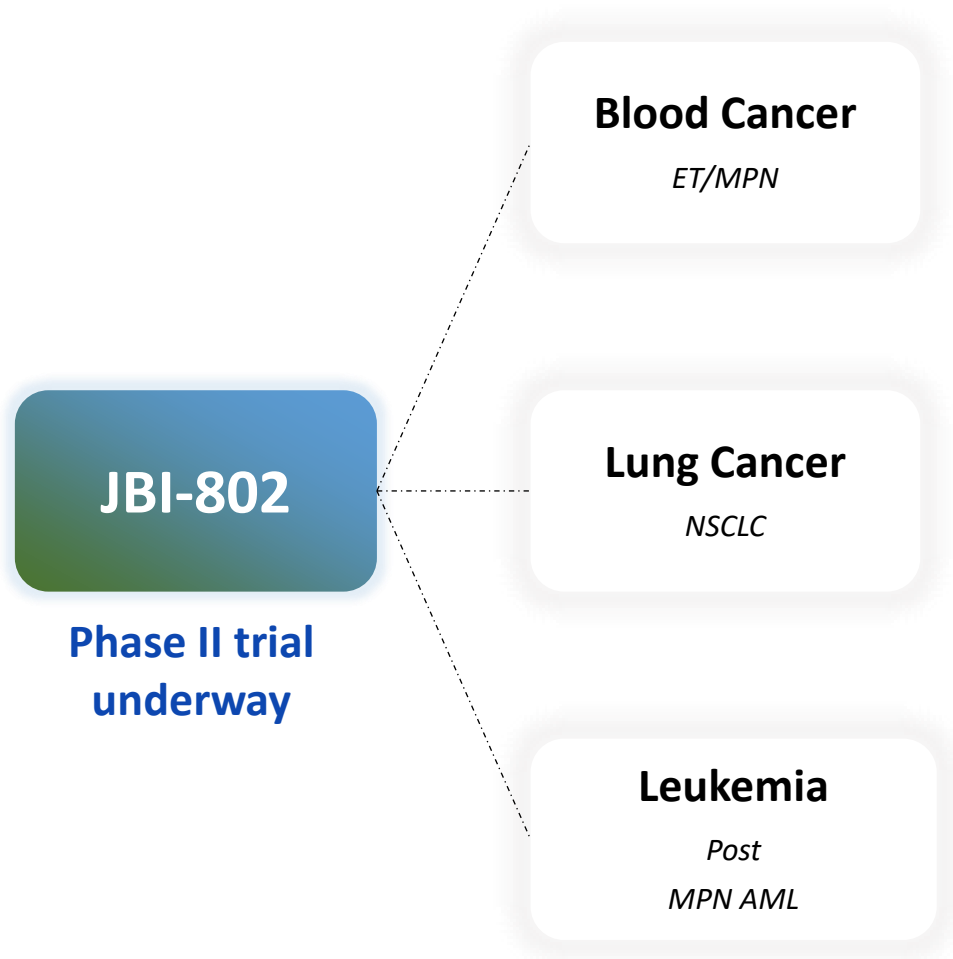
# Proprietary Novel Drugs

# Proprietary Novel Drugs



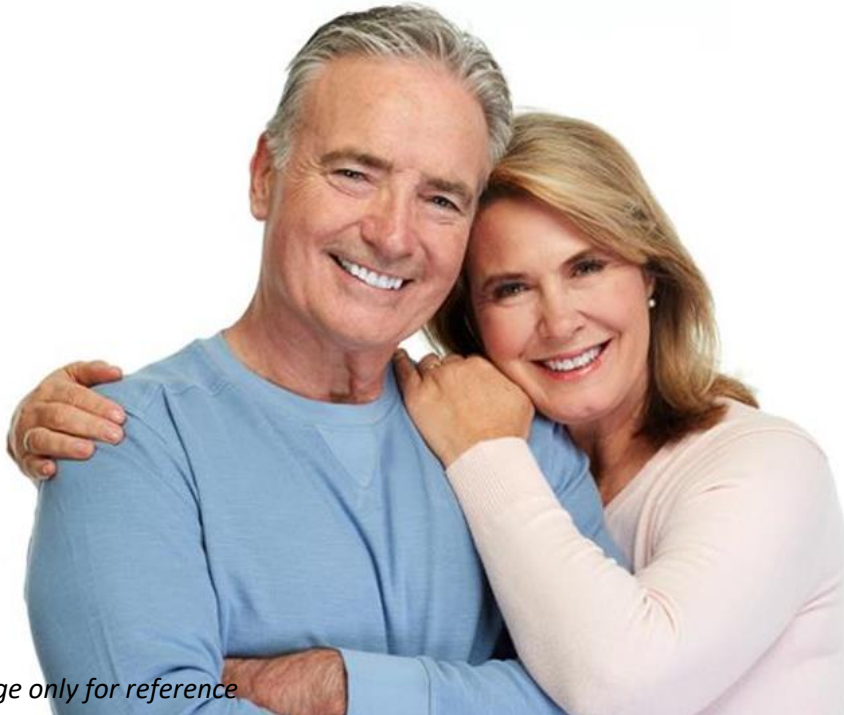
- **Develop precision oral medicines** with enhanced safety and therapeutic efficacy
- **Focused on specific set of patients**, not responding to other therapies
- **Low-cost in-house discovery engine** to generate drug candidates, validated through partnerships
- **Guided by world's leading oncologists** from Memorial Sloan Kettering and Dana Farber
- **FDA Orphan drug designations** for leading programs JBI-802 and JBI-778

# JBI-802 to address unmet medical needs in difficult to treat cancers



- **Company sponsored Phase II trial underway**
  - Highly differentiated for safety and efficacy than peers
  - Total Addressable Market in US: USD 3.3 Bn.
- **Investigator led trial initiated**
  - Demonstrated clinical efficacy in two NSCLC patients in phase 1 study
  - Total Addressable Market in US: USD 3.1 Bn.
- **Investigator led trial under planning**
  - Blood cancer progression to Leukemia is a serious complication
  - Total Addressable Market in US: USD 0.8 Bn.

# JBI -802 has demonstrated transformative treatment in two patients

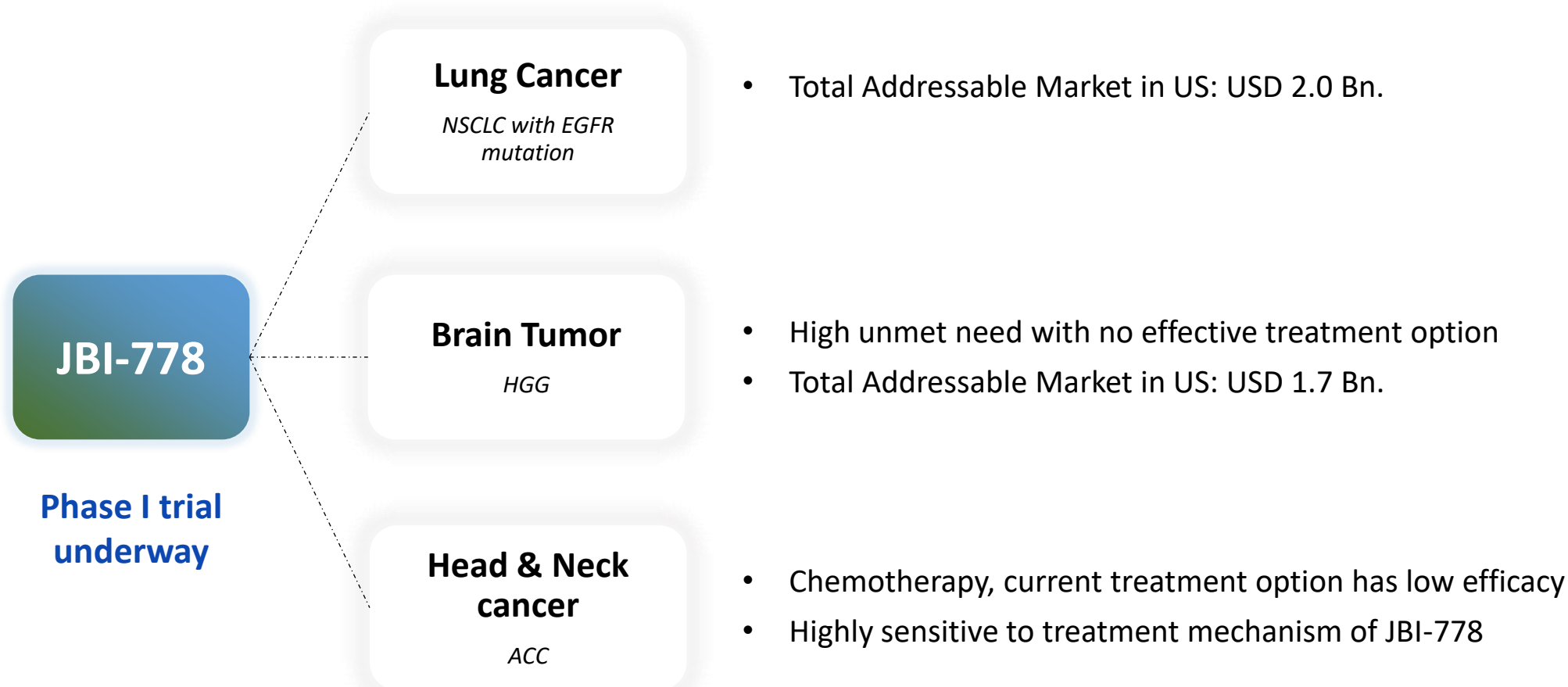


*Image only for reference*

- Non small cell lung cancer patient progressed to last stage after immunotherapy. Post taking JBI-802 treatment, patient has been doing very well even after two years. Major symptoms have disappeared with confirmed partial response with **~40% tumor reduction**
- **Over 50% shrinkage of the patient's liver metastasis** and a complete resolution of related portal hypertension and improvement in quality of life



# JB1-778 to address unmet medical needs in difficult to treat cancers



**Company sponsored First-in- human Phase I trial ongoing in India**

# Proprietary Novel Drugs Financials : Q3'FY26 & 9M'FY26

Particulars ( Rs. Cr.)	Q3'FY25	Q2'FY26	Q3'FY26	Y-o-Y		9M'FY25	9M'FY26	Y-o-Y
Revenue	0	0	0			0	0	
EBITDA	(5)	(3)	(3)	45%		(14)	(12)	17%

- Continue to invest in a calibrated manner in two lead programs

# Proprietary Novel Drugs to explore monetization



- Expect clinical data readouts in CY 2026
- **Explore monetization through licensing or external fund raising**

# Consolidated Reported Financials – Q3'FY26 & 9M'FY26

*Solid revenue growth (YoY) along with EBITDA growth (YoY)*



Particulars ( Rs. Cr. )	Q3'FY25	Q2'FY26	Q3'FY26	Y-o-Y		9M'FY25	9M'FY26	Y-o-Y
<b>Revenue</b>	<b>1,822</b>	<b>1,966</b>	<b>2,123</b>	<b>17%</b>		<b>5,306</b>	<b>5,990</b>	<b>13%</b>
Other Income	9	10	21			45	42	
<b>Total Income</b>	<b>1,831</b>	<b>1,976</b>	<b>2,143</b>	<b>17%</b>		<b>5,351</b>	<b>6,032</b>	<b>13%</b>
<b>EBITDA</b>	<b>296</b>	<b>351</b>	<b>310</b>	<b>5%</b>		<b>873</b>	<b>963</b>	<b>10%</b>
EBITDA Margin (%)	16.2%	17.8%	14.5%	(172) bps		16.3%	16.0%	(36) bps
Exceptional Income / (expense)	(19)	(6)	(40)			363	(46)	
<b>PBT</b>	<b>131</b>	<b>190</b>	<b>93</b>			<b>775</b>	<b>438</b>	
PBT Margin	7.1%	9.6%	4.4%			14.5%	7.3%	
<b>Normalised PBT<sup>1</sup></b>	<b>149</b>	<b>196</b>	<b>133</b>	<b>(11%)</b>		<b>412</b>	<b>484</b>	<b>17%</b>
<b>Normalised PBT Margin</b>	<b>8.2%</b>	<b>9.9%</b>	<b>6.2%</b>	<b>(195) bps</b>		<b>7.7%</b>	<b>8.0%</b>	<b>32 bps</b>
<b>Reported PAT</b>	<b>101</b>	<b>120</b>	<b>56</b>			<b>685</b>	<b>278</b>	
Reported PAT Margin	5.5%	6.1%	2.6%			12.8%	4.6%	
<b>Normalised PAT<sup>2</sup></b>	<b>104</b>	<b>124</b>	<b>86</b>	<b>(17%)</b>		<b>277</b>	<b>313</b>	<b>13%</b>
<b>Normalised PAT Margin</b>	<b>5.7%</b>	<b>6.3%</b>	<b>4.0%</b>	<b>(168) bps</b>		<b>5.2%</b>	<b>5.2%</b>	<b>2 bps</b>

- Q3'FY26 **Revenue grew YoY** on the back of strong performance across all business segments, with CDMO Sterile Injectables delivering particularly robust growth
- Q3'FY26 **EBITDA increased YoY** due to increase in CDMO Sterile Injectables and CRDMO
- Q3'FY26 **Exceptional expense** includes one time provision of Rs. 13 Cr. due to change in wage definition by new labour code and Rs. 26 Cr. due to temporary suspension of manufacturing at CDMO Sterile Injectables facility at Montreal
- Q3'FY26 **Normalised PAT decreased YoY** due to increase in depreciation

1. Normalised PBT is after adjusting for Exceptional items

2. Normalised PAT is after adjusting for Exceptional items and tax

\* PBT/PAT for 9M'FY25 higher due to one-time net exceptional income of Rs. 382 Cr., primarily on account of gain in sale of investment in Sofie Biosciences

# Key Ratios

*Net Debt / Ebitda to remain range bound*

Particulars ( Rs. Cr. )	Mar 31, 2025	Dec 31, 2025
Net Debt ( On constant currency, Net of DIC )	1,348	1,751
Net Debt / Equity	0.22	0.28
Net Debt / EBITDA (TTM)	1.1	1.3
Interest Coverage Ratio	5.1	6.3
Long Term Capex Creditors	453	701

- Net debt / Ebitda to remain range bound



# Sustainability

  
  
**DJSI Score 60%**

  
**EcoVadis Score 61 %**

  
**Winner – Mid/Small Cap Category**

  
**ESG Score 63%**

  
**ESG Score 68 %**

  
**Member since 2005**



# Summary – Q3'FY26

1

**Radio Pharmaceuticals** : Ruby-Fill® maintaining **growth momentum**. Temporary supply shortage to impact next two quarters.  
**Radio Pharmacies** : Competitive intensity higher in SPECT, **PET products revenue** continue to grow

2

**Allergy Immunotherapy** : Revenue grew YoY; EBITDA margins lower due to lower production. **Expect to coverup in Q4'FY26**

3

**CDMO Sterile Injectable** : **Strong revenue growth from Line 3 tech transfer programs**. Production resumed at CDMO Montreal post implementation of effective remediation measures.

4

**CRDMO DDS**: Delivered healthy growth & profitability amid intensifying competition. **Medium term outlook continues to be positive**  
**CRDMO API** : Focus on profitable products and CDMO. **Taking initiatives to reduce operating costs**

5

**Generics** : Improving **growth & profitability outlook**

6

**Prop Novel Drugs** : **Patient dosing** progressing in both lead programs

# Financial Results Table

Total Income ( Rs. Cr. )	Q3'FY25		Q2'FY26		Q3'FY26		9M'FY25		9M'FY26	
<b>Revenue (A)</b>	<b>1,822</b>		<b>1,966</b>		<b>2,123</b>		<b>5,306</b>		<b>5,990</b>	
<b>a. Radiopharma</b>	<b>841</b>		<b>897</b>		<b>935</b>		<b>2,493</b>		<b>2,700</b>	
<i>Radiopharmaceuticals</i>	265		291		298		778		859	
<i>Radiopharmacies</i>	576		607		637		1,715		1,841	
<b>b. Allergy Immunotherapy</b>	<b>171</b>		<b>194</b>		<b>193</b>		<b>509</b>		<b>568</b>	
<b>c. CDMO Sterile Injectables</b>	<b>306</b>		<b>393</b>		<b>457</b>		<b>932</b>		<b>1,220</b>	
<b>d. CRDMO</b>	<b>292</b>		<b>300</b>		<b>298</b>		<b>813</b>		<b>899</b>	
<i>Drug Discovery Services</i>	150		162		169		414		492	
<i>CDMO – API</i>	142		137		129		399		407	
<b>e. Generics</b>	<b>200</b>		<b>167</b>		<b>226</b>		<b>528</b>		<b>559</b>	
<b>f. Proprietary Novel Drugs</b>	<b>0</b>		<b>0</b>		<b>0</b>		<b>0</b>		<b>0</b>	
<i>Unallocable Corporate Income</i>	11		16		15		30		44	
<b>Other Income (B)</b>	<b>9</b>		<b>10</b>		<b>21</b>		<b>45</b>		<b>42</b>	
<b>Total Income (A+B)</b>	<b>1,831</b>		<b>1,976</b>		<b>2,143</b>		<b>5,351</b>		<b>6,032</b>	
EBITDA ( Rs. Cr. )	Q3'FY25	Margin	Q2'FY26	Margin	Q3'FY26	Margin	9M'FY25	Margin	9M'FY26	Margin
<b>a. Radiopharma</b>	<b>130</b>	<b>15%</b>	<b>135</b>	<b>15%</b>	<b>128</b>	<b>14%</b>	<b>394</b>	<b>16%</b>	<b>399</b>	<b>15%</b>
<i>Radiopharmaceuticals</i>	125	47%	127	44%	122	41%	370	48%	374	44%
<i>Radiopharmacies</i>	5	1%	8	1%	7	1%	24	1%	25	1%
<b>b. Allergy Immunotherapy</b>	<b>48</b>	<b>28%</b>	<b>76</b>	<b>39%</b>	<b>49</b>	<b>25%</b>	<b>157</b>	<b>31%</b>	<b>188</b>	<b>33%</b>
<b>c. CDMO Sterile Injectables</b>	<b>51</b>	<b>17%</b>	<b>94</b>	<b>24%</b>	<b>68</b>	<b>15%</b>	<b>197</b>	<b>21%</b>	<b>223</b>	<b>18%</b>
<b>d. CRDMO</b>	<b>59</b>	<b>20%</b>	<b>55</b>	<b>18%</b>	<b>62</b>	<b>21%</b>	<b>145</b>	<b>18%</b>	<b>170</b>	<b>19%</b>
<i>Drug Discovery Services</i>	39	26%	33	21%	44	26%	96	23%	109	22%
<i>CDMO – API</i>	20	14%	21	15%	18	14%	49	12%	61	15%
<b>e. Generics</b>	<b>30</b>	<b>15%</b>	<b>14</b>	<b>8%</b>	<b>26</b>	<b>11%</b>	<b>40</b>	<b>8%</b>	<b>51</b>	<b>9%</b>
<b>f. Proprietary Novel Drugs</b>	<b>(5)</b>		<b>(3)</b>		<b>(3)</b>		<b>(14)</b>		<b>(12)</b>	
<i>Unallocable Corporate ( Expenses ) / Income</i>	(16)		(19)		(19)		(46)		(57)	
<b>Total EBITDA</b>	<b>296</b>	<b>16.2%</b>	<b>351</b>	<b>17.8%</b>	<b>310</b>	<b>14.5%</b>	<b>873</b>	<b>16.3%</b>	<b>963</b>	<b>16.0%</b>

# Vision 2030

Revenue

Reach **2x** from FY24 to FY30

EBITDA Margin

**23% to 25%** by FY30

Net Debt

**Zero** by FY30

RoCE

**High Teens** by FY30





# Annexure

# Executive Leadership Team



**Shyam S Bhartia**  
Chairman



**Hari S Bhartia**  
Co-Chairman



**Priyavrat Bhartia**  
Managing Director



**Arjun S Bhartia**  
Joint Managing Director



**Shantanu Jha**  
Group CHRO



**Arun Kumar Sharma**  
CFO



**Dr Tushar Gupta**  
Head - Corporate Strategy

# Executive Leadership Team



**Harsher Singh**

CEO - Jubilant Radiopharma



**Chris Preti**

CEO - CDMO Sterile Injectables



**Giuliano Perfetti**

CEO - CRDMO, Biosys



**Dr Jaidev Rajpal**

CEO - Jubilant Generics



**Kyle Ferguson**

CEO - Allergy Immunotherapy

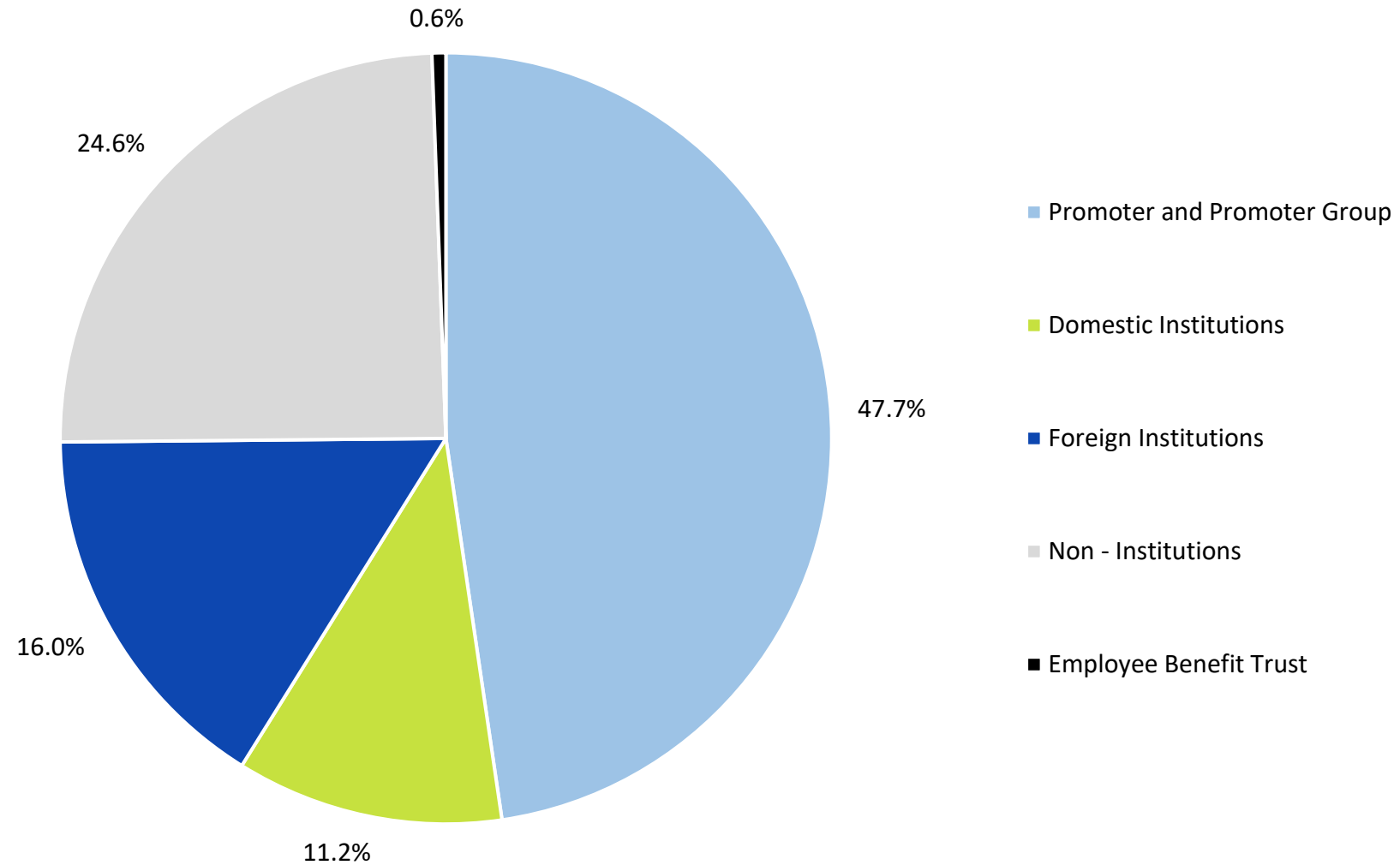


**Daniel J. O'Connor**

CEO – Jubilant Therapeutics

# Shareholding Pattern

As on 31<sup>st</sup> Dec 2025





# Glossary

Abbreviation	Details
CVS	Cardiovascular System
CNS	Central Nervous System
CDMO	Contract Development Manufacturing Organization
CRDMO	Contract Research & Development Manufacturing Organization
F18	Fluorine-18 Radioisotope
PSMA	Prostate Specific Membrane Antigen
Lu177	Lutetium-177 Radioisotope
Ac225	Actinium-225 Radioisotope
MAA	Macro Aggregated Albumin
DTPA	Diethylenetriaminepentacetic Acid-Chelating Agent
HICON	Pharmaceutical Grade Radioactive Iodine
I 131	Iodine-131 Radioisotope
MIBG	Metaiodobenzylguanidine
USP (USP 825 Guideline)	U.S. Pharmacopeia (USP) general chapter ,825 (Related to Radiopharmaceuticals: Preparation, Compounding, Dispensing, and Repackaging)
Ga 68	Gallium-68 Radioisotope
Rb	Rubidium (chemical element)
Sr	Strontium (chemical element)
Cu 64	Copper-64 Radioisotope
NRC	Nuclear Regulatory Commission (U.S.)
GPOs	Group Purchasing Organisation
IDNs	Integrated Delivery Network
SCIL	Sublingual immunotherapy (Allergy treatment - Dust mites & Seasonal allergy)
SCIT	Subcutaneous Immunotherapy (Allergy treatment Insect venom, pet dander, Mold, and other allergens)
APAC	Asia Pacific
MEA	Middle East Africa
NSCLC	Non-small cell lung cancer
SCLC	Small cell lung cancer

Abbreviation	Details
MEA	Middle East Africa
LATAM	Latin America
LOE	Loss of exclusivity
FDA (US)	U.S. Food and Drug Administration
PMDA (Japan)	Pharmaceutical and Medical Device Agency
KFDA (Korea)	Korea Food Development Authority
ANVISA (Brazil)	Brazilian Health Regulatory Agency
TGA (Australia)	Therapeutic Goods Administration
API	Active Pharmaceutical Ingredient
MENA	Middle East North Africa
GMP	Good Manufacturing Practices
B2B2C	Business-to-Business-to-Consumer
B2B	Business-to-Business
ET/MPN	Essential thrombocythemia / Myeloproliferative neoplasm (rare chronic blood cancer)
coREST Inhibitor/Epigenetic Modulating Agent	CRISPR-Cas9 Endomorphic RNA Symptomatic Inhibitor (RNA based therapy targeting genetic disease)
PRMT5 Inhibitor	Medications that modify gene expression patterns
Brain Penetrant	Protein Arginine Methyltransferase 5 inhibitor (Blocks enzyme activity involved in adding methyl groups to arginine residues, affecting gene expression regulation)
PD-L1 Inhibitor	Cerebral blood flow enhancers or cognitive-enhancing drugs (supplements)
PAD4 Inhibitor	Programmed death Ligand-1 inhibitor (blocks the PD-L1 pathway, enhancing immune response against cancer cells)
LSD1/HDAC6 inhibitor	poly(ADP-ribose) polymerase 4 inhibitor (Disrupts DNA repair mechanisms in cancer cells, leading to their death)
NSCLC	Lysine specific demethylase 1/Histone deacetylase 6 inhibitor (Blocks enzymes involved in modifying histones, impacting gene expression regulation in cancer therapy)
SCLC	Non-small cell lung cancer
	Small cell lung cancer

A close-up photograph of a rack of test tubes. The tubes are arranged in rows and contain liquids of various colors: blue, green, yellow, and orange. The liquids are at different levels in the tubes. The background is bright and out of focus. A semi-transparent dark grey horizontal band runs across the middle of the image, and the word "Thanks!" is written in white, bold, sans-serif font in the center of this band.

**Thanks!**