May 16, 2025

BSE Limited,
Floor 25, P. J. Towers
Dalal Street, Fort
Mumbai - 400 001

Scrip Code: 530019

National Stock Exchange of India Limited,
Exchange Plaza, Bandra-Kurla Complex,
Bandra (E),
Mumbai - 400051

Symbol: JUBLPHARMA

Sub: Press Release alongwith Earnings Presentation on the financials and operational performance of the Company for the quarter and the financial year ended March 31, 2025

Ref: Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 ("Listing Regulations")

Dear Sirs,

Pursuant to Provisions of Regulation 30 of the Listing Regulations, please find enclosed herewith the Press Release, Chairmen message, Presentation and FAQs on the financials and performance of the Company for the quarter and the financial year ended March 31, 2025.

The above mentioned documents will be simultaneously posted on the Company's website at www.jubilantpharmova.com.

You are requested to kindly take the same on record.

Thanking you,

Yours faithfully,
For Jubilant Pharmova Limited

Naresh Kapoor
Digitally signed by Naresh Kapoor
Date: 2025.05.16 13:50:50 +05'30'

Naresh Kapoor
Company Secretary

Encl: as above

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PRESS RELEASE

Noida, May 16, 2025

JUBILANT PHARMOVA – Q4 & FY25 RESULTS

On track towards realizing Vision 2030
Sustained growth momentum, EBITDA margin expansion and Net Debt / EBITDA reduction
Strong industry tailwinds in CDMO Sterile Injectable business in the post tariff world

Particulars (Rs. Cr.)	Q4'FY24	Q3'FY25	Q4'FY25	Y-o-Y		FY24	FY25	Y-o-Y
Revenue from operations	**1,759**	**1,822**	**1,929**	*10%*		**6,703**	**7,235**	*8%*
Total Income	**1,773**	**1,831**	**1,941**	*9%*		**6,772**	**7,291**	*8%*
EBITDA	**289**	**296**	**357**	*23%*		**994**	**1,230**	*24%*
EBITDA Margin (%)	*16.3%*	*16.2%*	*18.4%*	*210 bps*		*14.7%*	*16.9%*	*220 bps*
Reported PAT	**(62)**	**101**	**151**	*345%*		**73**	**836**	*1,050%*
Normalised PAT[1]	**61**	**104**	**139**	*127%*		**195**	**415**	*112%*

1. Normalised PAT is after adjusting for exceptional items and tax

The Board of Jubilant Pharmova Limited met today to approve financial result for the quarter and financial year ended Mar 31, 2025. The board has proposed a dividend of Rs. 5 per equity share

Commenting on the Company's performance in FY25, **Mr. Shyam S Bhartia, Chairman Jubilant Pharmova and Mr. Hari S Bhartia, Co-Chairman & Non-Executive Director,** said, *"We are pleased to announce revenue of Rs. 7,235 Cr. in FY25, growth of 8% over last year. We delivered robust revenue growth across Radiopharma, Allergy Immunotherapy, CDMO Sterile Injectables and CRDMO businesses. EBITDA grew by 24% to Rs. 1,230 Cr. on the back of strong operating performance across all business units. EBITDA margins for the year expanded by 220 basis points. Reported PAT grew by 1,050% to Rs. 836 Cr., while normalised PAT grew by 112% to Rs. 415 Cr. on the back of improved operating performance and reduced finance cost. Net Debt / EBITDA reduced from 2.5x in Mar'24 to 1.1x in Mar'25 on the back of voluntary debt prepayment of USD 125 million in FY25.*

In Feb'2025, we outlined our Vision 2030, which is to double our revenues from FY24 to FY30, improve EBITDA margins to 23% to 25% range, reduce Net debt to zero and grow Return on Capital to high teens. Our FY25 financial performance takes us one-step closer to our Vision.

During the year, the Company started distributing Pylarify®, an industry leading prostate cancer diagnostic imaging agent from PET radiopharmacies, completed Media Fills on Line 3 in CDMO Sterile Injectables, added strategic capabilities in the area of Biologics and Antibody drug conjugates in Drug Discovery, reached profitability in the Generics business and dosed first patients in JBI-802 and JBI-778 clinical trials.

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. Therefore, the company is starting to see excellent traction in the CDMO Sterile Injectable business for new lines in the Spokane facility. We expect to reach peak utilisation for Line 3 in 3 years from start of commercial production vs 4 years, expected earlier."

Q4'FY25 Financial Highlights

In Q4'FY25, Revenue grew by 10% on a YoY basis to Rs. 1,929 Cr. on the back of growth in revenue across Radiopharma, Allergy Immunotherapy, CDMO Sterile Injectables and CRDMO Business. EBITDA grew by 23% on a YoY basis to Rs. 357 Cr. due to improved performance in Radiopharmaceuticals, Allergy Immunotherapy, CDMO Sterile Injectables and CRDMO. Q4'FY25 normalised PAT increased by 127% on a YoY basis to Rs. 139 Cr. on the back of improved operating performance.

Segmental Business Performance

Radiopharma - *Leading Radiopharmaceutical manufacturer & 2nd largest Radiopharmacy network in the US*

Radiopharmaceuticals FY25 revenue grew by 13% to Rs. 1,074 Cr. and EBITDA grew by 6% to Rs. 505 Cr. The business continues to maintain a strong position in the high margin SPECT imaging product portfolio. On the PET side, The Ruby-Fill® installations are increasing. We are on track to introduce multiple new products in the PET and SPECT imaging from FY27 to FY29. The dosing for Phase 2 clinical trial for MIBG is complete and we are preparing data package to be submitted to FDA by H2'FY26.

Radiopharmacy FY25 revenue grew by 13% YoY to Rs. 2,314 Cr. EBITDA margins for the year stands at 1%. During the year, EBITDA margins reduced due to increased competitive intensity in the SPECT business and global Technetium shortage. In H2'FY25, our two PET radiopharmacies have started distributing PYLARIFY®, which is an industry leading prostate cancer diagnostic imaging agent. We expect margins to improve next year on the back of increase in revenue mix from PET radiopharmacies.

The proposed investment of US$ 50 million in PET radiopharmacy network is underway. This investment will take the overall PET radiopharmacy network to Nine (9) sites, thereby solidly positioning Jubilant Pharmova's radiopharmacy network as the second largest in the US and shall drive the future business growth.

Allergy Immunotherapy - *No. 2 in the US Sub-Cutaneous allergy immunotherapy market*

As the sole supplier of Venom in the US, the business is expanding the overall market by increasing customer awareness. In the US Allergenic extracts, the business continue to grow revenues. The business is also working to increase penetration in the outside US markets.

In FY25, Revenues grew by 3% to Rs. 701 Cr. EBITDA margins for the year stands at 35%. In line with our expectations, normalized production resumed in Q4'FY25. We anticipate outside US sales to also gradually improve.

CDMO Sterile Injectables

FY25 revenue grew by 14% to Rs. 1,272 Cr. and EBITDA grew by 52% to Rs. 292 Cr. Q4'FY25 EBITDA margins increased by 540 basis points to 28%. The capacity expansion program in Spokane, Washington, USA is on track. Media fills had been successfully completed on Line 3 and the technology transfer programs are underway. 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. The commercial production on line 3 is expected to start in FY26. We also expect to reach peak utilisation for Line 3 in 3 years post start of commercial production vs 4 years, expected earlier. The Montreal facility continued operations after successful implementation of corrective and preventive actions.

CRDMO

In FY25, the Drug Discovery business revenue grew by 27% to Rs. 570 Cr. and EBITDA grew by 29% to Rs. 136 Cr. In FY25, revenue increased sharply due to increase in revenue from new contracts from large Pharma customers. We added 3 large Pharma customers during the year. We announced strategic partnership with Pierre Fabre, France to expand our footprint in Europe in areas like Biologics (mAbs) and Antibody Drug Conjugate (ADC). Overall, the medium term outlook continues to be positive on the back of the increase in large pharma clients, CDMO revenues and the addition in new capabilities.

The API business reported revenues of Rs. 581 Cr. in FY25. EBITDA grew by 39% to Rs. 87 Cr. EBITDA margins improved by 520 basis points to 15% due improved product mix, cost optimisation and higher revenue mix towards CDMO.

Generics

In FY25, the business achieved profitability and delivered EBITDA margins of 3%. The reported revenues for the year stands at Rs. 685 Cr. The success of the overall turnaround strategy was hinged on continuous quality improvement, reduction in overall cost and scaling up profitable products. Going forward, we expect to improve profitability and return to revenue growth.

We plan to launch 6 to 8 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 plan, we are ramping up exports to the US markets 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.

Proprietary Novel Drugs

The global clinical trials for our lead programs, Phase II trial for JBI -802 for Essential Thrombocythemia (ET) and other Myeloproliferative Neoplasms (MPN) and Phase I trial for JBI -778 for non-small cell lung cancer (NSCLC) and high grade Glioma are actively enrolling patients and progressing in line with our expectations.

About Jubilant Pharmova Limited

Jubilant Pharmova Limited (formerly Jubilant Life Sciences Limited) is a company with a global presence that is involved in Radiopharma, Allergy Immunotherapy, CDMO Sterile Injectables, Contract Research Development and Manufacturing Organisation (CRDMO), Generics and Proprietary Novel Drugs businesses. In the Radiopharma business, the Company is involved in the manufacturing and supply of Radiopharmaceuticals with a network of 45 radiopharmacies in the US. The Company's Allergy Immunotherapy business is involved in the manufacturing and supply of allergic extracts and venom products in the US and in some other markets such as Canada, Europe and Australia. Jubilant through its CDMO Sterile Injectables business offers manufacturing services including sterile fill and finish injectables (both liquid and lyophilization), full-service ophthalmic offer (liquids, ointments & creams) and ampoules. The CRDMO business of the Company includes the Drug Discovery Services business that provides contract research and development services through two world-class research centers in Bengaluru and Noida in India, one in France. The CDMO-API business that is involved in the manufacturing of Active Pharmaceutical Ingredients. Jubilant

Therapeutics is involved in the Proprietary Novel Drugs business and is an innovative biopharmaceutical company developing breakthrough therapies in the area of oncology and auto-immune disorders. The Company operates multiple manufacturing facilities that cater to all the regulated markets including USA, Europe and other geographies. Jubilant Pharmova Limited has a team of around 5,500 multicultural people across the globe. The Company is well recognised as a 'Partner of Choice' by leading pharmaceuticals companies globally.

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

Chairmen's Message

Dear Fellow Shareholders,

FY25 has been a transformative year for your Company. We have not only made huge strides towards our strategic goals but also delivered superlative financial performance to create sustainable shareholder value.

In Feb'2025, we outlined our Vision 2030, which is to double our revenues from FY24 to FY30, improve EBITDA margins to a 23% to 25% range, reduce Net debt to zero and grow Return on Capital to high teens.

We also outlined growth levers for each business segment. In the Radiopharmaceutical business, we aim to become leader in the cardiac PET scan market through Ruby-Fill®. We plan to launch new PET and SPECT products and MIBG, our therapeutic drug for refractory and relapse patients of Neuroblastoma. In the radiopharmacy business, we plan to add 6 PET radiopharmacies. In the Allergy Immunotherapy business, we plan to strengthen our existing position and invest in R&D to develop new products and new technologies. In the CDMO Sterile Injectable business, we plan to double our capacity at Spokane by adding two new high-speed injectable fill lines with isolator technology. In the CRDMO business, we shall continue to add marquee large pharma companies as our customers along with new capacity and capabilities. In the API business, we plan to grow CDMO and custom manufacturing. In the Generics business, new products from our ANDA pipeline shall help us grow in the US market, while we continue to grow in the Non US international business profitably.

I am happy to share that in FY25, we have made significant progress on all growth levers. The Ruby-Fill® installations are on track. Our new Product, Sulfur Colloid gained traction during the year. In the radiopharmacy business, our two PET radiopharmacies have started distributing PYLARIFY®, which is an industry leading prostate cancer diagnostic imaging agent.

In the Allergy immunotherapy business, we sustained the growth momentum in the US market and are working to bolster our sales in the markets outside US.

In the CDMO Sterile Injectables business, Media fills have been successfully completed on Line 3 and multiple technology transfer programs are underway. 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. In light of that, we are starting to see excellent traction in RFP's for Line 3. We expect to finalise these in FY26. We expect to reach peak utilisation for Line 3 in 3 years from start of commercial production now vs an expectation of 4 years earlier.Our Montreal facility started operations after successful implementation of corrective and preventive actions post USFDA audit.

In the CRDMO business, we continue to add large pharma clients and scale these contracts. We announced a strategic partnership with Pierre Fabre, France to expand our footprint in Europe in areas like Biologics (mAbs) and Antibody Drug Conjugate (ADC). We also increased our revenue mix towards CDMO, which aided in margin expansion in CDMO API business.

The Generics business achieved profitability and delivered positive EBITDA margins. The success of the overall turnaround strategy was hinged on continuous quality improvement, reduction in overall cost and scaling up profitable products. We have secured approval of 7 ANDAs in the last year. We have also acquired 2 ANDAs.

In the Proprietary Novel Drug business, the global clinical trials for our lead programs, Phase II trial for JBI -802 for Essential Thrombocythemia (ET) and other Myeloproliferative Neoplasms (MPN) and Phase I trial for JBI -778 for non-small cell lung cancer (NSCLC) and high grade Glioma are actively enrolling patients and progressing in line with our expectations.

The Company has embarked on a renewable energy implementation journey across its facilities in India to enable a reduction in both cost and carbon footprint. In FY25, the Company's subsidiary, Jubilant Biosys Limited entered into a power purchase agreement and security subscription and shareholder agreement with Isharays Energy Two Private Limited, for the purchase of renewable energy generated through captive power arrangement for its facilities located in Noida and Greater Noida.

Economic Outlook

In 2024, the global economy grew at a growth rate of 3.2%. In the year gone by, the global economy saw a mix of developments, including moderating inflation, steady growth and rising geopolitical risks. Key events included the continued impact of the war in Ukraine on food and energy supplies, concerns about rising debt, and a shift towards 'soft landing' expectations. Central banks began lowering interest rates, and the global economy showed resilience.

As we entered 2025, landscape changed as governments around the world reordered policy priorities and uncertainties climbed to new highs. Forecasts for global growth have been revised markedly down reflecting effective tariff rates at levels not seen in a century. As per IMF, April'25 report, the global GDP growth is estimated to be 2.8% in 2025 and 3.0% in 2026. Growth in United states is expected to slow down to 1.8% in 2025 as compared to 2.8% in 2024. Global headline inflation is expected to decline at a slightly slower pace than what was expected earlier, reaching 4.3% in 2025 and 3.6% in 2026.

Industry Outlook

In 2024,the US market pharmaceutical market grew to USD 487 Bn. in net prices, an increase of 11.4% over last year. Total prescription medicine use increased 1.7%, reaching 215 billion days of therapy. A small subset of products drove much of the growth. 31 products had greater than USD 500 Mn. in net sales growth in 2024 and contributed in aggregate USD 50 Bn. in growth. These products include GIP/GLP-1 agonists, medicines with label expansions and more mature products becoming established in clinical guidelines.

Key trends shaping the industry include huge success of GLP - 1, focus in Cancer shifting to new modalities like ADCs, T Cell Engagers and Radiopharmaceuticals and Innovator companies looking to risk mitigate against tariffs by moving the manufacturing from Europe to US.

In the post tariff world, the global innovator companies, for their US requirements, are looking to shift the contract manufacturing from Europe to US. They are looking to partner CDMO companies, which have onshore presence in the US. Many large companies including Eli Lilly, Pfizer, Merck and Roche have announced plans to increase investments in US manufacturing.

Business Outlook

In the Radiopharmaceutical business, Ruby-Fill® installations will continue to increase. We are on track to introduce multiple new products in the PET and SPECT imaging from FY27 to FY29. The dosing for Phase 2 clinical trial for MIBG is complete and we are preparing data package to be submitted to US FDA by H2'FY26. We are witnessing very strong industry tailwinds in the PET Radiopharma industry. On the therapeutic side, more than 10 new products are expected to be commercially available in the market from 2029, which will aid in growing the PET imaging industry. The proposed investment in 6 radiopharmacies is underway. These will be commercially operational from Fy28 onwards.

In the Allergy Immunotherapy business, as a sole supplier of Venom in the US, we are expanding the market by increasing customer awareness. In the US Allergenic extracts, the business continues to gain revenues. The business is also making inroads outside of the US market.

In the CDMO Sterile Injectables business, the capacity expansion program in Spokane, Washington, USA is on track. Line 3 and Line 4 are expected to start commercial production in late FY26 and FY28 respectively. We expect to reach peak utilisation for Line 3 in 3 years from start of commercial production now vs an expectation of 4 years earlier.

In the CRDMO business, the medium-term outlook continues to be positive. In the short term, the business is trying to diversify its customer base and for the medium term, it is adding 'development' capabilities in addition to research and manufacturing. In the CDMO API business, we are focused on driving higher capacity utilisation through CDMO and custom generics manufacturing.

In the Generics business, we plan to launch six to eight products per annum in our US and non-US international markets. In line with our plan, we are ramping up exports to the US markets in a meaningful and gradual manner. We have also started ramping up supplies of products from our Contract manufacturing partners to the US market. We expect to increase profitability and return to growth in FY26.

In the Proprietary Novel Drugs business, we shall look forward to the interim data from phase 2 trial of JBI-802 in Fy26.

We continue to stay focused on our strategy to strengthen our position in each of our businesses to create shareholder value.

FY25 Financial Performance Review

Total Revenue from Operations grew by 8% in FY25 to INR 7,235 Cr. on the back of growth in Ruby-Fill® and new product sales in radiopharmaceuticals, volume growth in radiopharmacies, Continued growth in Allergy Immunotherapy, increased utilisation in CDMO Sterile Injectables and addition of new customers in the CRDMO businesses. Total income grew by 8% in FY25 to INR 7,291 Cr. Earnings before Interest, Tax, Depreciation and Amortisation (EBITDA) grew by 24% on YoY basis to INR 1,230 Cr. due to improved performance in CDMO Sterile Injectables, CRDMO and Generics. In line with the management's guidance, the generics business has pivoted to profitability in FY25. Reported PAT increased by 1,050% to INR 836 Cr. in FY25. Normalised PAT increased by 112% to INR 415 Cr. Net Debt / EBITDA reduced from 2.5x in Mar'24 to 1.1x in Mar'25 on the back of voluntary debt prepayment of USD 125 million in FY25.

Dividend

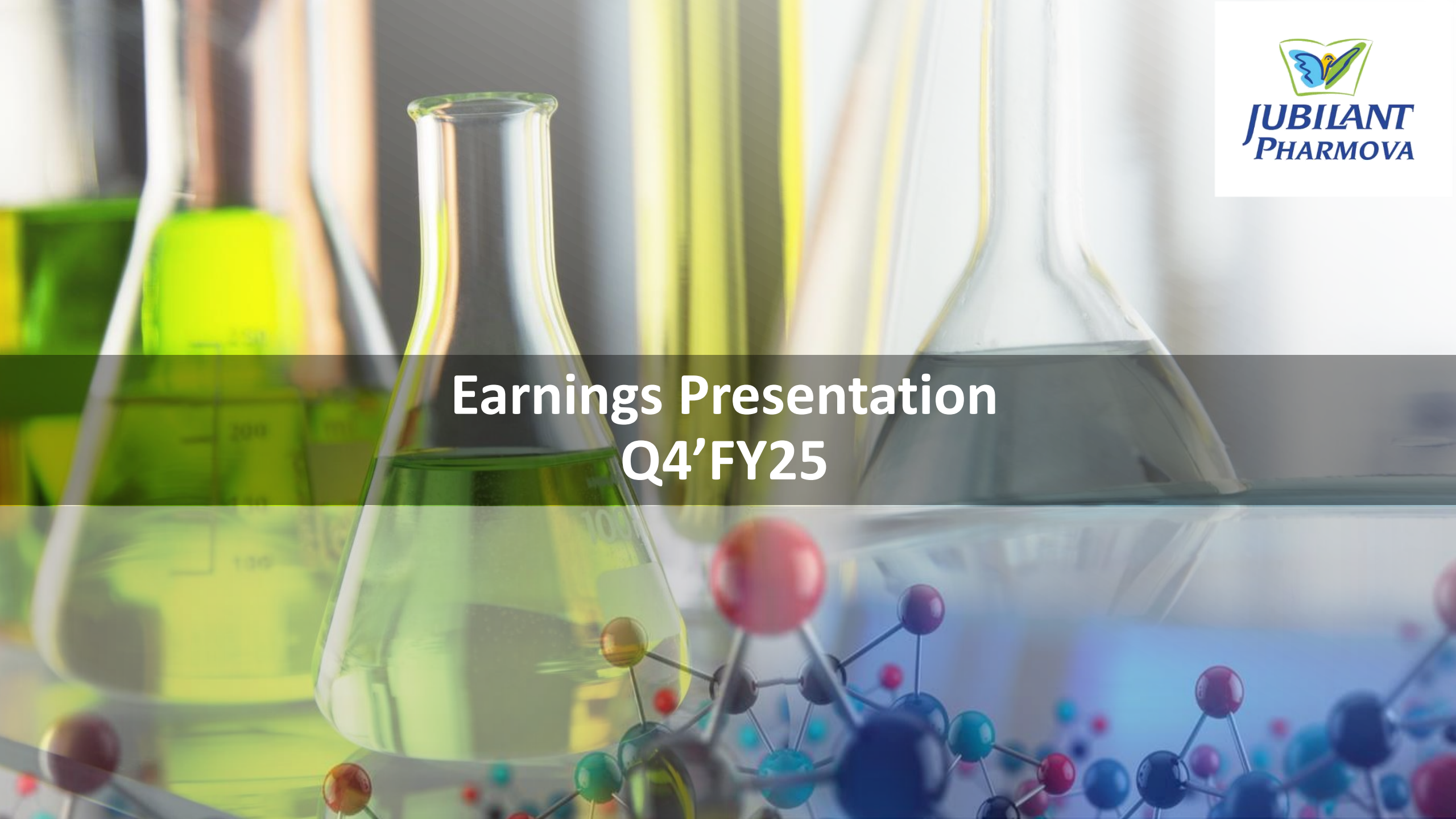
The Board has proposed a dividend of 500%, i.e. INR 5 per equity share, for the year.

Conclusion

We would like to thank all our valued stakeholders, including our customers, vendors, lenders and shareholders for continuing their support and upholding their confidence and trust in us. We remain deeply grateful to all our employees globally for their contribution and commitment to the Company.

Warm Regards

Shyam S. Bhartia Chairman	Hari S. Bhartia Co-Chairman



Earnings Presentation
Q4’FY25

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)
- 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

43,000 people across the globe with ~2,200 in North America

Jubilant Pharmova, a diversified pharmaceutical company

Radiopharma

Leading manufacturer
of Radiopharmaceuticals
in North America
2nd largest radiopharmacy network in the US

Allergy Immunotherapy

2nd largest player
in the US Allergenic extract market
Sole supplier of Venom
Immunotherapy in the US

CDMO Sterile Injectables

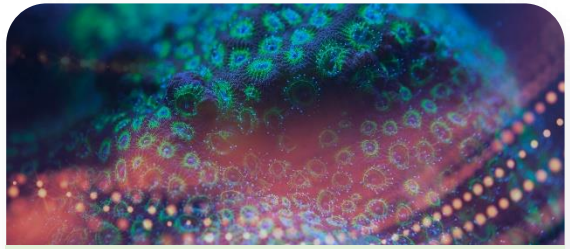
Leading contract manufacturer
in North America
Serves top global innovator pharma companies

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

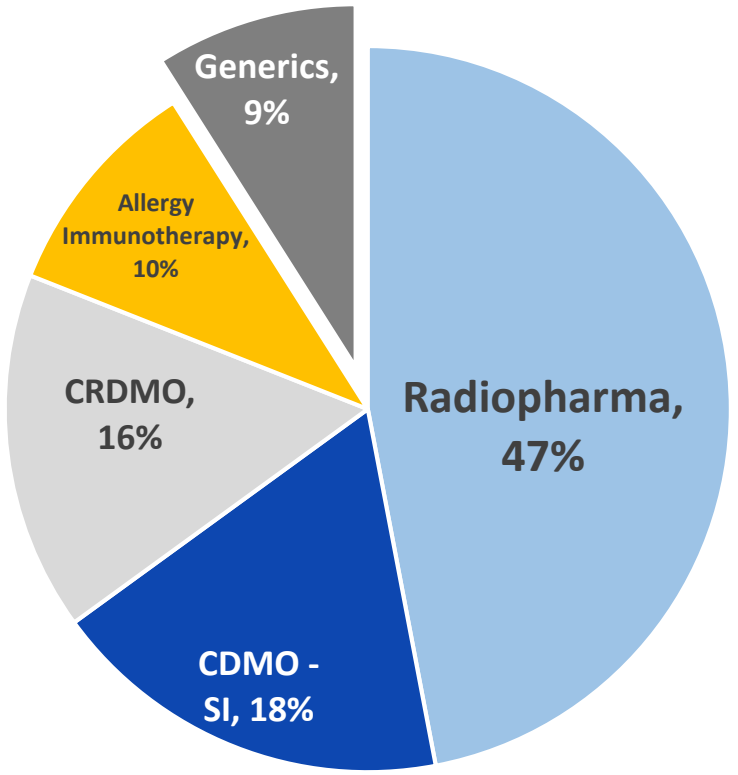
Two drug programs
in clinical trials
Developing high potential precision medicines in Oncology

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

Focus on specialty products & services and Dollar revenues

Business wise Revenue Split

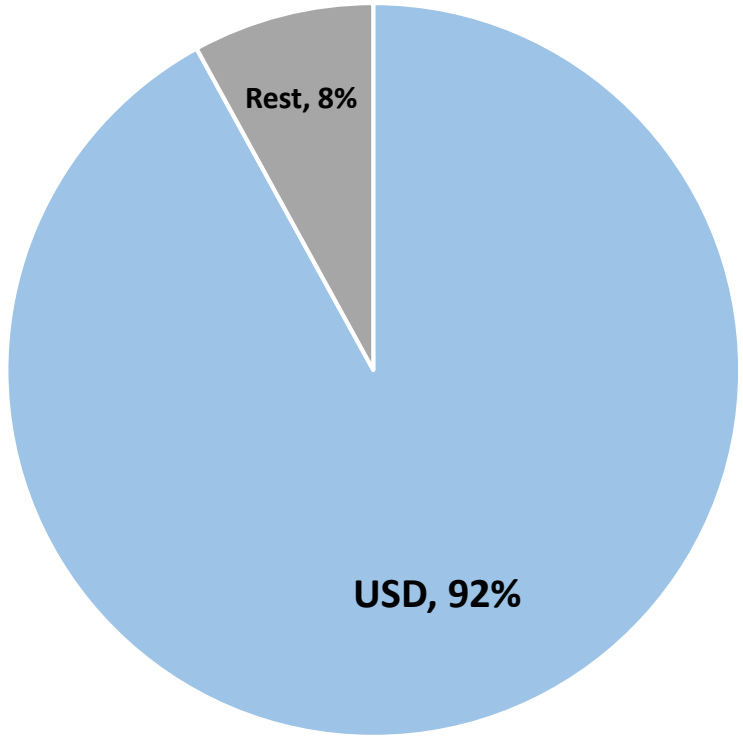
FY25



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

Currency wise Revenue Split

FY25

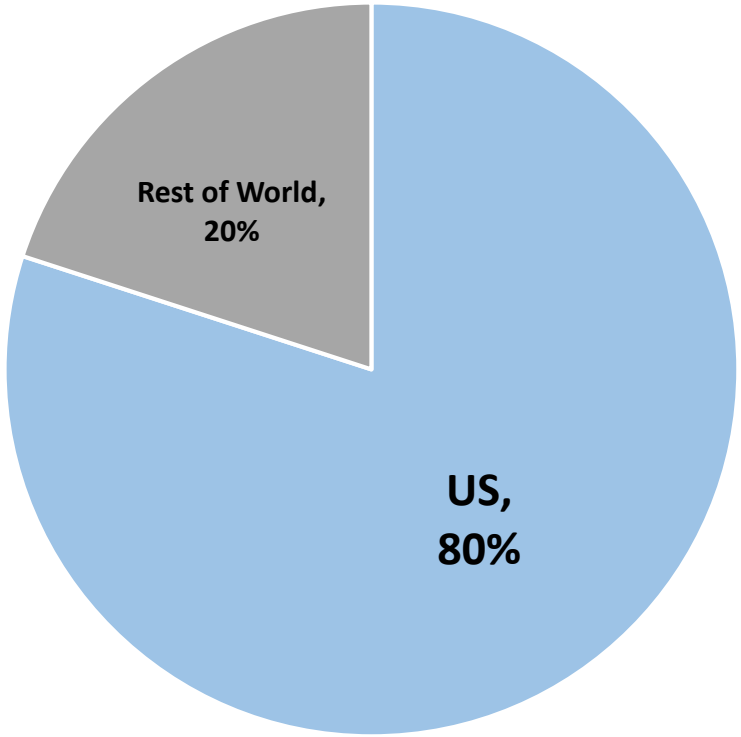


Majority revenues are USD denominated

Minimal risk from US Tariffs

Geography wise Revenue Split

FY25



US market constitutes majority of revenues

Origin of Goods & Services sold in the US

FY25

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

* Goods and Services from Canada 18% : Goods 17%, Services 1%
* Goods and Services from India 10% : Goods 4%, 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, Uttrakhand, 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* FY25
2x Revenue	Rs. 6,703 Cr.	**Rs. 13,500 Cr.**	**Rs. 7,235 Cr.** ↑ 8%
25% EBITDA Margin	~ 15 %	**23% to 25%**	**17%**
Zero Net Debt	Rs. 2,457 Cr.	**Zero**	**Rs. 1,299 Cr.**
High Teens RoCE	High Single digit	**High Teens**	**11%***

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


Radiopharma

Radiopharmaceuticals

SPECT Imaging

Low Energy
gamma rays
detected by SPECT cameras

Isotopes - Tc99m

PET Imaging

High Energy
positrons
detected by a PET scanner

Isotopes - Rb82, F18, Ga68

Radiopharmaceutical Therapeutics

Systemically or Locally Delivered
radiation using pharmaceuticals

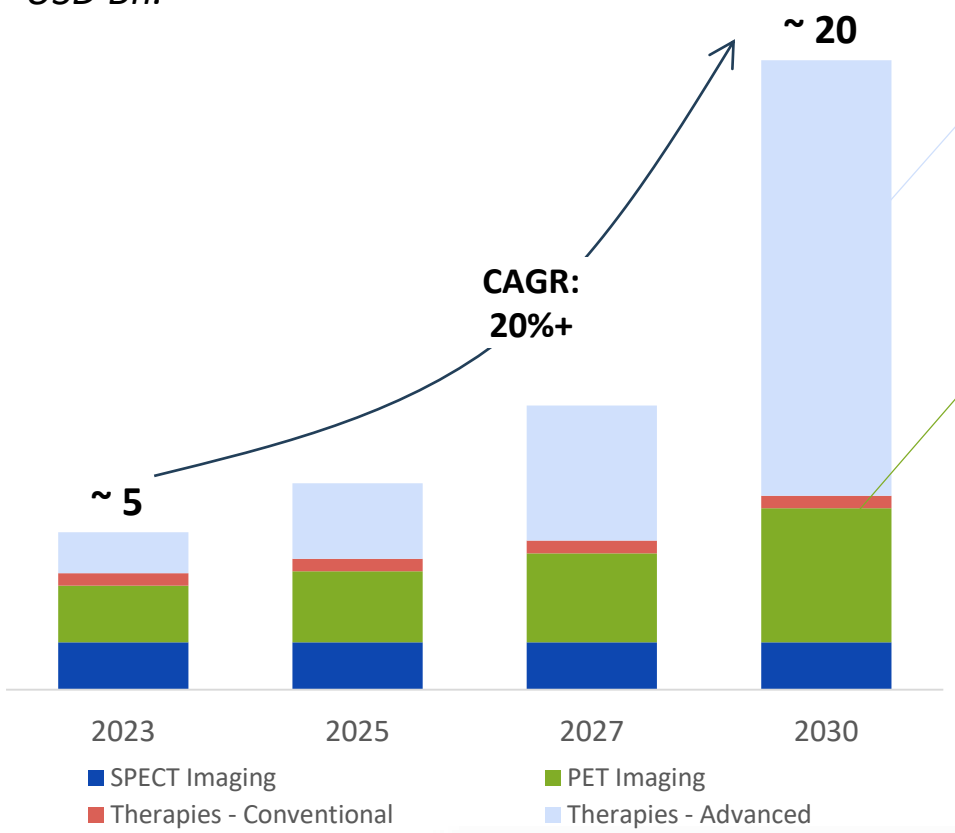
Isotopes – I131, Lu177, Ac225

Key Products	MAA, DTPA, Sulfur Colloid, Mertiatide	Ruby-Fill ®, Pylarify, Illuccix, Neuraceq, FDG	HICON® 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.



Launch of advanced Therapies

New products in PET Imaging

Multiple billion-dollar M&A deals

Growth Drivers & Trends

- PSMA Therapeutic, Pluvicto for Prostrate Cancer ~USD 2.0 Bn.

- PSMA Diagnostics for Prostrate Cancer ~ USD 1.5 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 3.6 Bn.)

PET imaging & advance therapies are driving the market growth

Consolidated Market with high Entry Barriers

Stringent manufacturing & regulatory environment

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

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

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
PET Dx	Cardiac	Coronary Artery disease	Ruby - Fill®
SPECT Dx	Breast	Lymph nodes detection	Sulfur Colloid
	Cardiac	Cardiac blood pool imaging	Tc99m-Gluceptate
		Coronary Artery Disease	Tc99m-Sestamibi
	Gastrointestinal	Intra-abdominal Infection	Tc99m-Exametazime
	Lung	Pulmonary Embolism	Tc99m-DTPA
		Pulmonary Perfusion	Tc99m-MAA
	Muscoskeletal	Altered osteogenesis	Tc99m-MDP
	Renal	Renal failure	Tc99m-Mertiatide
	Thyroid	Localising thyroid malignancies	I-131
Therapeutics	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

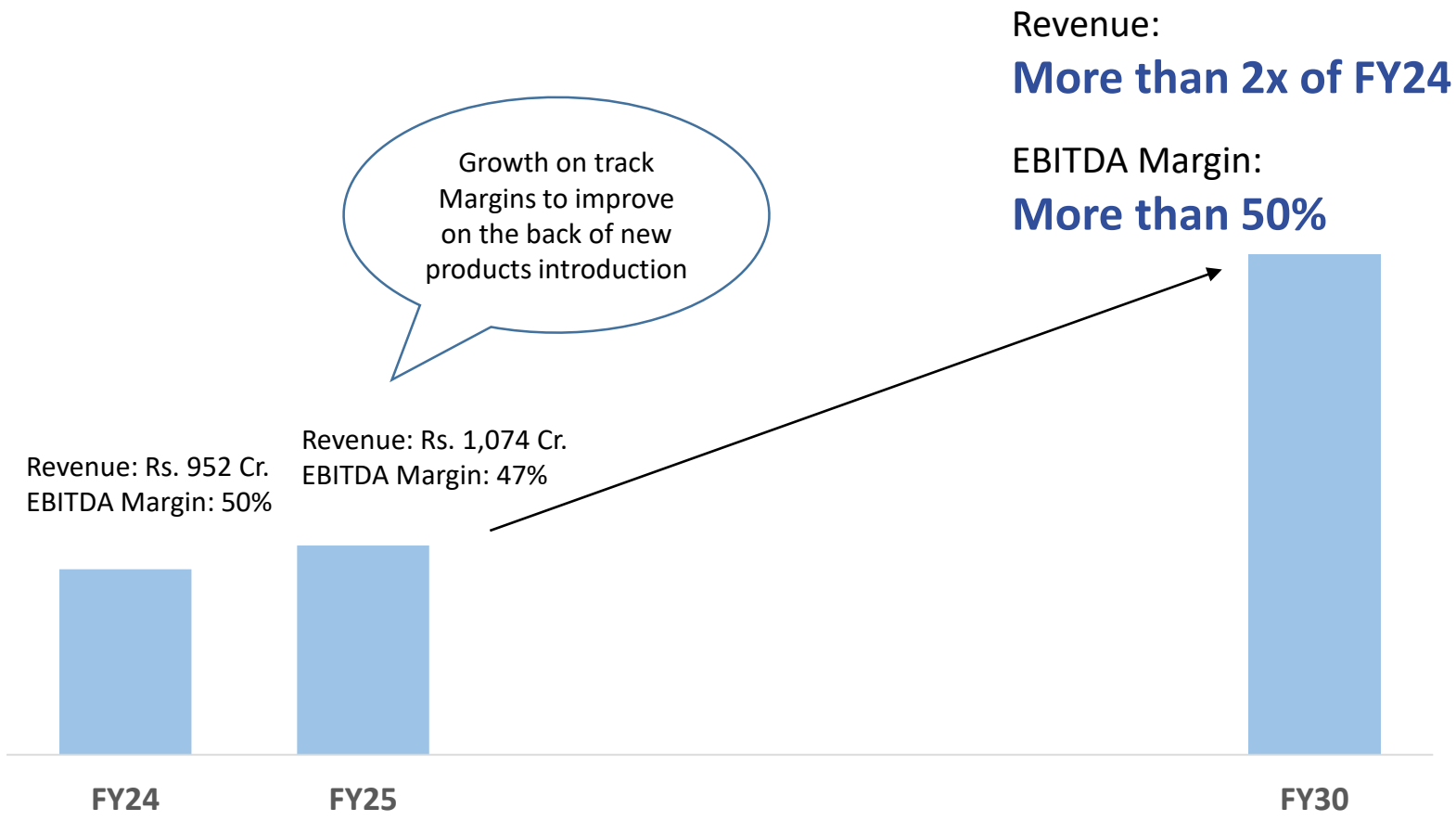
HICON® is a radioactive therapeutic agent indicated for the treatment of hyperthyroidism and selected cases of carcinoma of the thyroid. JDI has no direct competition in the US market

Radiopharmaceuticals Financials : Q4'FY25 and FY25

Particulars (Rs. Cr.)	Q4'FY24	Q3'FY25	Q4'FY25	Y-o-Y		FY24	FY25	Y-o-Y
Revenue	256	265	296	*15%*		952	1,074	*13%*
EBITDA	126	125	136	*8%*		477	505	*6%*
EBITDA Margin (%)	*49%*	*47%*	*46%*	*(310) bps*		*50%*	*47%*	*(310) bps*

- Q4'FY25 & FY25 revenue grew on back of growth in Ruby-Fill ® and new product, Sulphur Colloid (launched in FY24)
- Q4'FY25 and FY25 EBITDA grew YoY due to revenue growth however margins came lower due to change in product mix

Radiopharmaceuticals Vision 2030: To more than double the revenues



Revenue:
More than 2x of FY24

EBITDA Margin:
More than 50%

Growth drivers:

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

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

Growth drivers:

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

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

Current Position

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

Product Innovation

- Value engineering to lower cost & improve margin
- AI enabled 3D cardiac blood flow quantification

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

Growth drivers:

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

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	50	20	2
FY28	250	60	3
FY29	250	40	4
Total	**550**	**120**	**9**

Launch MIBG by FY27

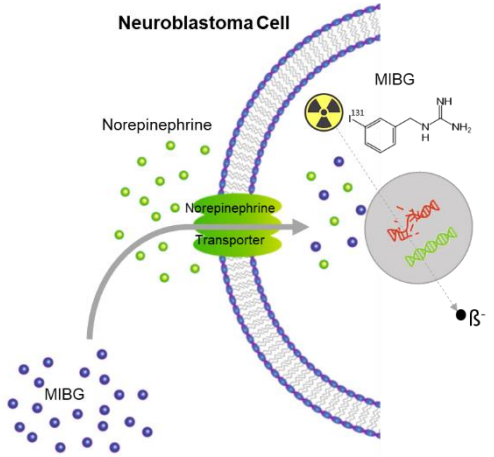
Growth drivers:

- **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

MIBG - Undergoing Clinical trials



- Used in imaging & treatment for pediatric cancer - Neuroblastoma
- Relapsed / Refractory patients have limited treatment options

- **Potential peak sales USD 70 - 100 Mn.**
- **Data package to FDA by H2'FY26**


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 Rb-Sr, 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

1. **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

2. **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

3. **Complex Care Coordination**
   Requires awareness, education, and collaboration across multiple hospital departments

4. **Skilled Manpower Requirement**
   Authorized nuclear pharmacists require at least 4,000 hours of training or experience in nuclear pharmacy practice along with rigorous examinations

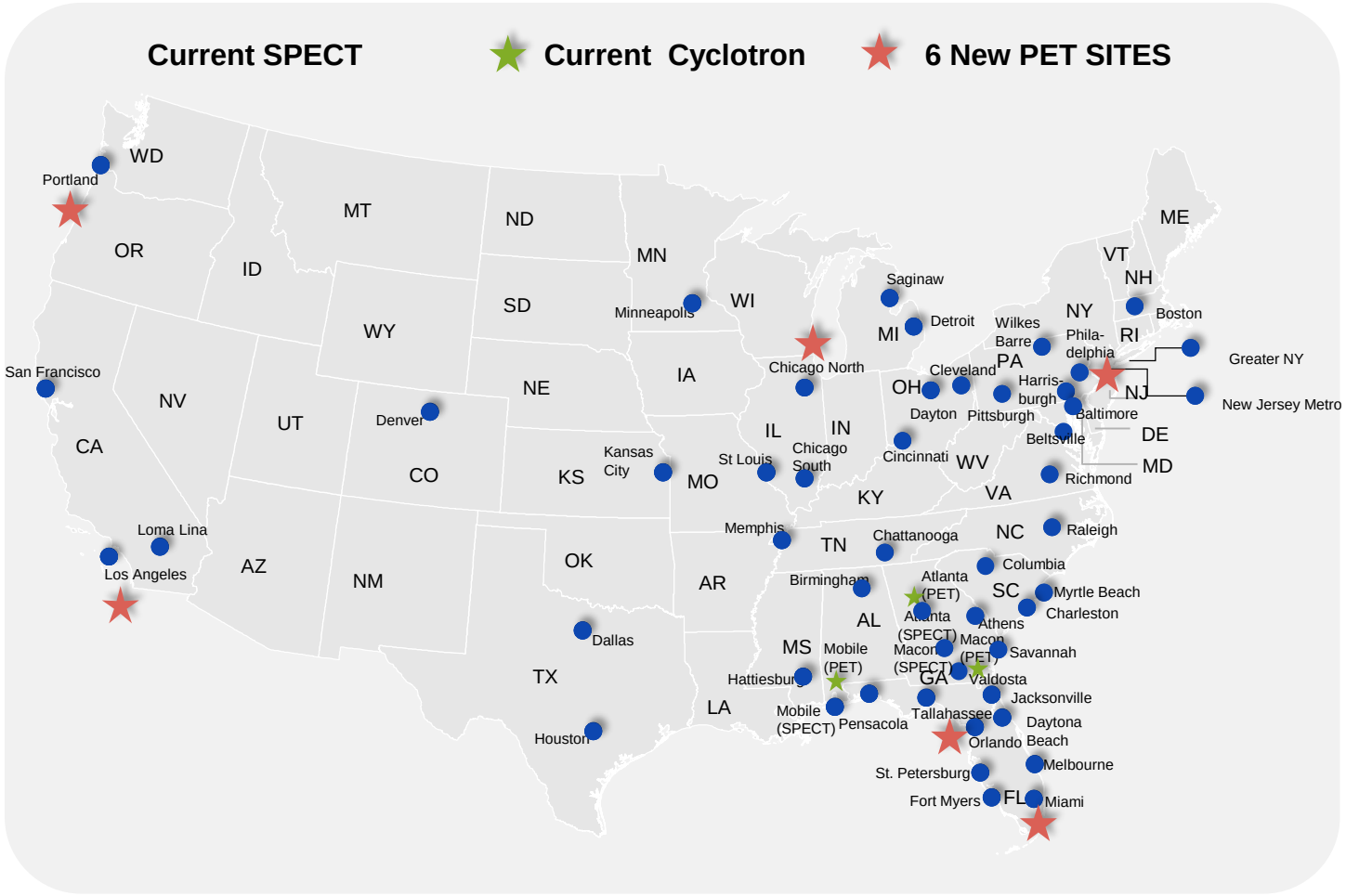
The 2nd largest radiopharmacy network in the US

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

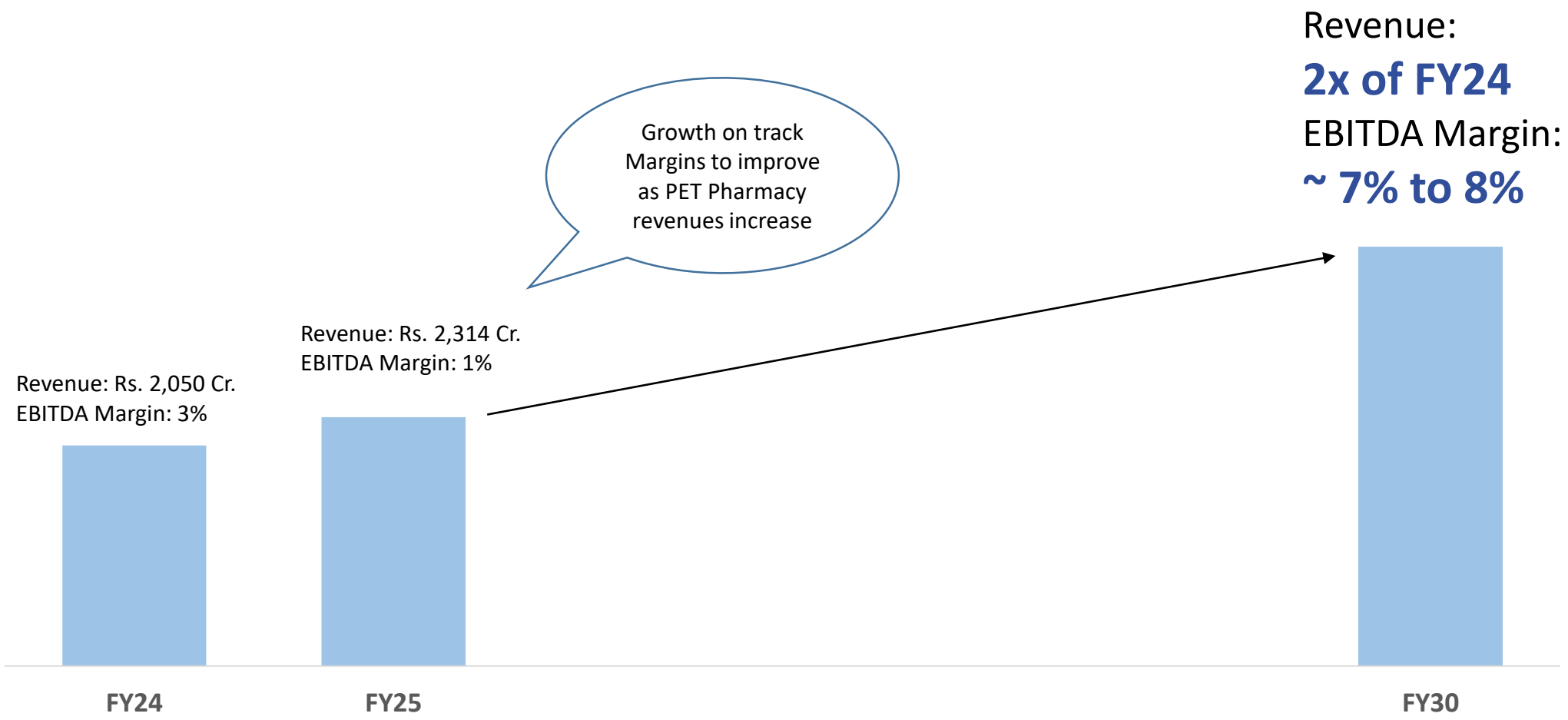
Therapeutics
distribution is preferred from radiopharmacies

Radiopharmacy Financials : Q4'FY25 and FY25

Particulars (Rs. Cr.)	Q4'FY24	Q3'FY25	Q4'FY25	Y-o-Y		FY24	FY25	Y-o-Y
Revenue	561	576	600	*7%*		2,050	2,314	*13%*
EBITDA	38	5	6	*(85%)*		56	30	*(46%)*
EBITDA Margin (%)	*7%*	*1%*	*1%*	*(570) bps*		*3%*	*1%*	*(140) bps*

- Q4'FY25 and FY25 revenue grew YoY on the back of increase in volume from new products
- FY25 EBITDA lower YoY due to increase in competitive intensity in SPECT radiopharmacies and global Tc99 shortage.
- The profitability is expected to increase as the revenue mix from PET radiopharmacies increase

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

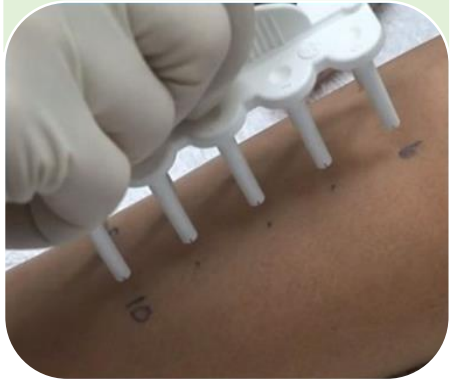

Allergy
Immunotherapy

Allergy immunotherapy is the sole way to fundamentally reduce allergen hypersensitivity

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

Allergies

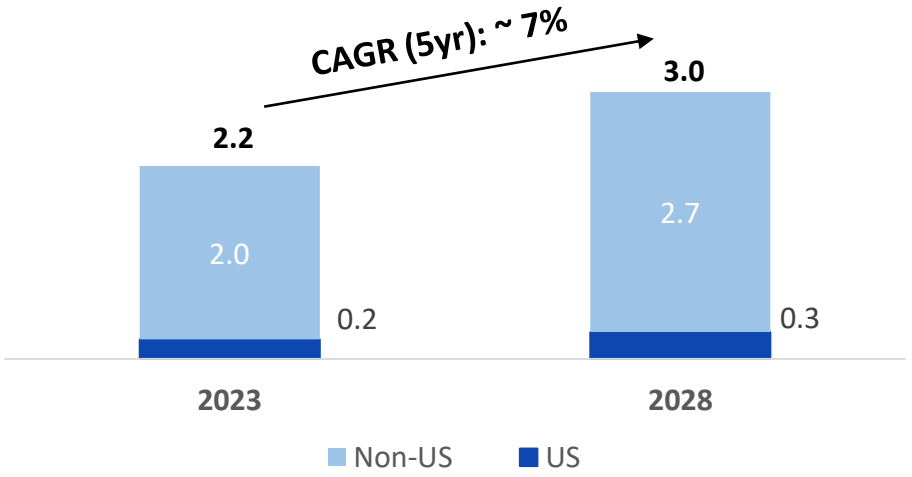
Testing



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

2nd 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

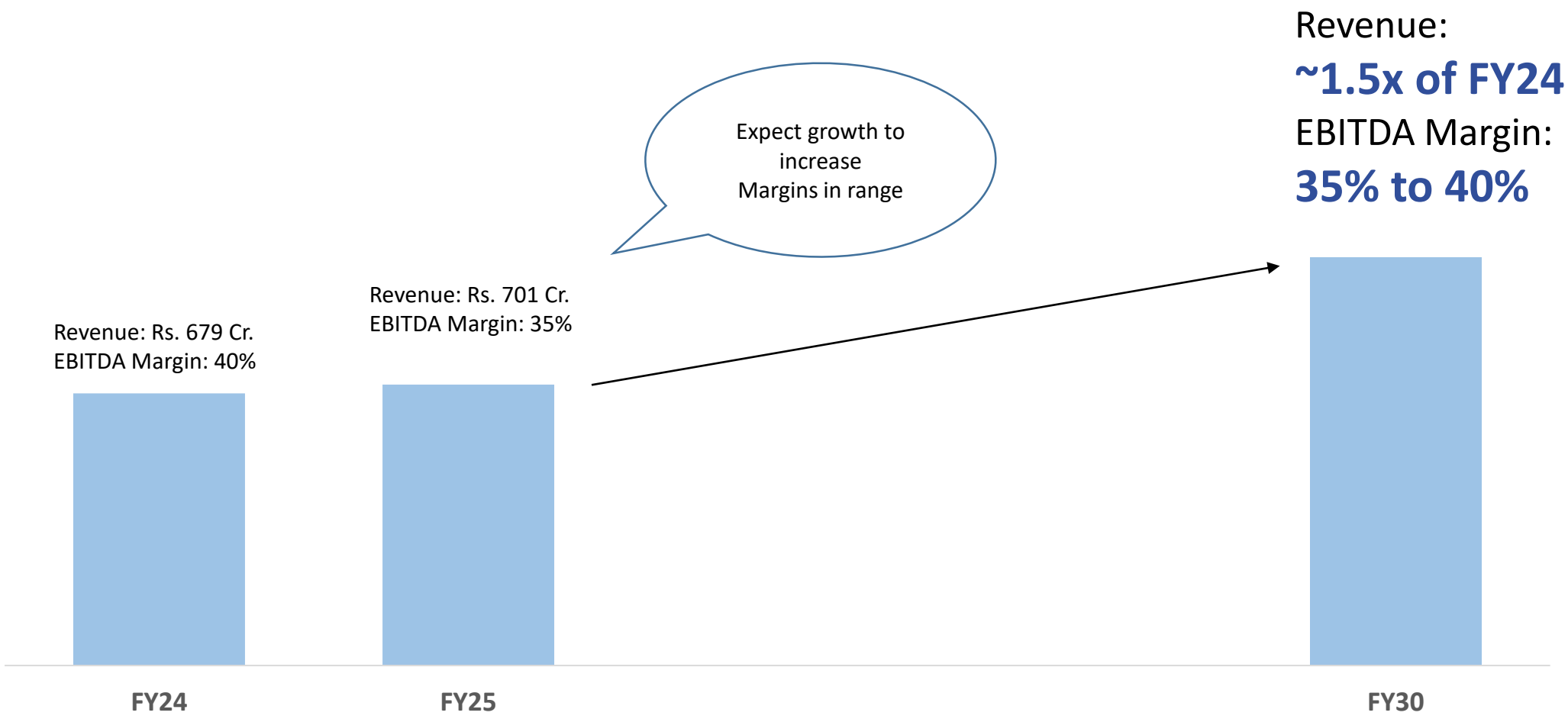
Multiple skin testing systems

Allergy Immunotherapy Financials : Q4'FY25 and FY25

Particulars (Rs. Cr.)	Q4'FY24	Q3'FY25	Q4'FY25	Y-o-Y		FY24	FY25	Y-o-Y
Revenue	188	171	192	*2%*		679	701	*3%*
EBITDA	75	48	88	*17%*		273	245	*(10%)*
EBITDA Margin (%)	*40%*	*28%*	*46%*	*560 bps*		*40%*	*35%*	*(530) bps*

- FY25 revenue grew on the back of revenue growth in the US market.
- Q4'FY25 EBITDA margin increased YoY due to increase in production volume.

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

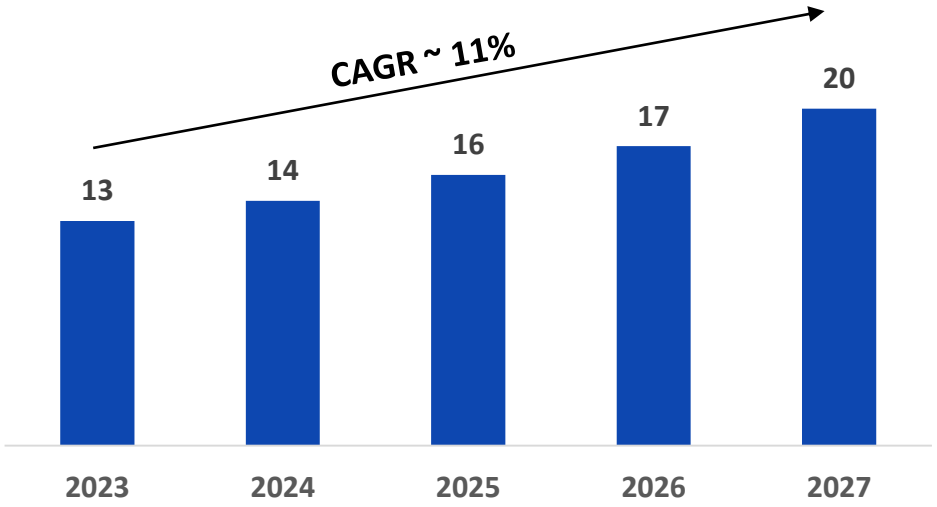
- **Develop new products** & technologies
- **Build treatment innovation** through partnerships and alliances


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, Ointments and creams) and Biologics
- **10+ years of US FDA compliant status** at flagship site in Spokane

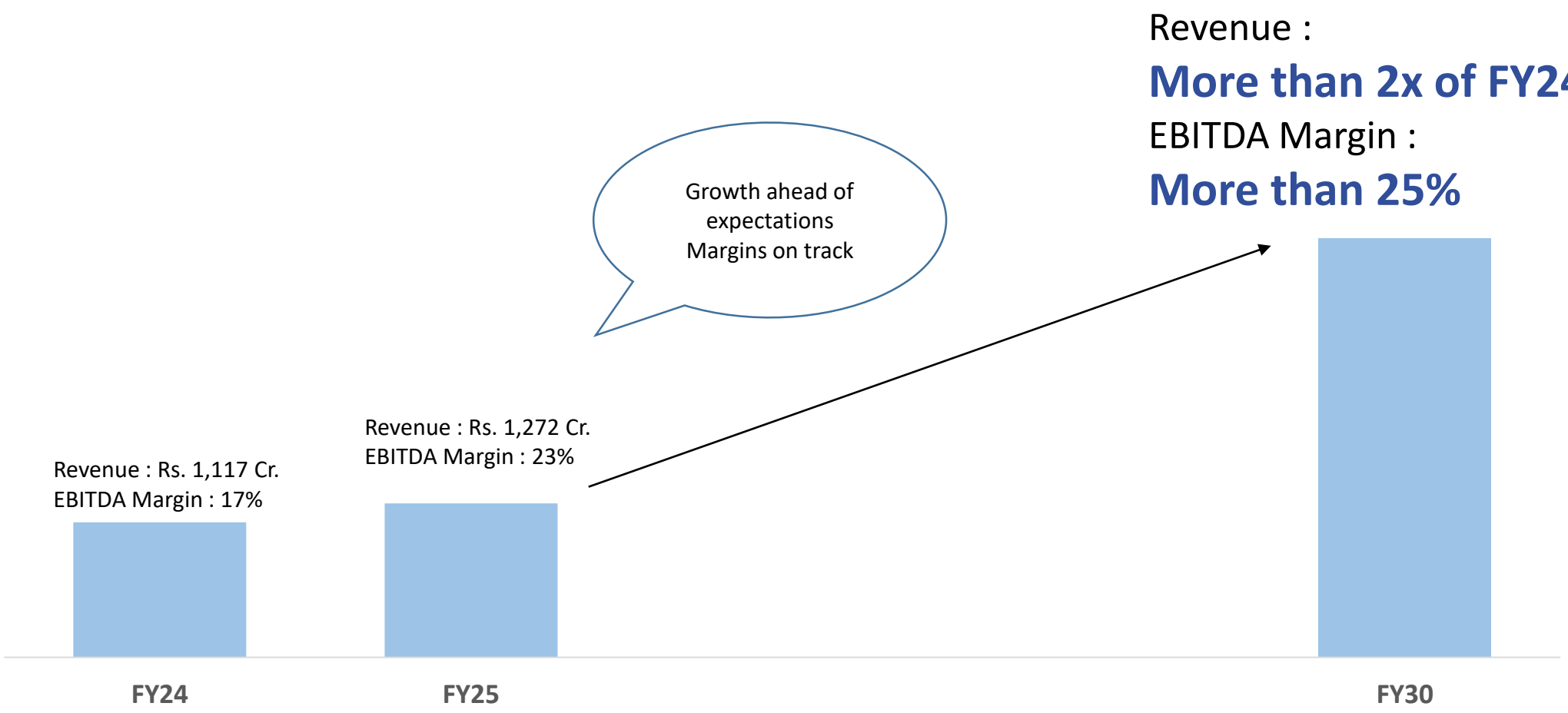
The business is engaged in Fill and Finish for Sterile Injectables, where a sterile drug is transferred from a filling needle into a sterile vial and then a stopper is applied, except in cases, where the drug requires sterile lyophilization.

CDMO Sterile Injectables Financials : Q4'FY25 and FY25

Particulars (Rs. Cr.)	Q4'FY24	Q3'FY25	Q4'FY25	Y-o-Y		FY24	FY25	Y-o-Y
Revenue	259	306	340	*31%*		1,117	1,272	*14%*
EBITDA	58	51	95	*63%*		192	292	*52%*
EBITDA Margin (%)	*22%*	*17%*	*28%*	*540 bps*		*17%*	*23%*	*570 bps*

- Q4'FY25 and FY25 revenue grew YoY due to increase in demand volume and pricing
- Q4'FY25 and FY25 EBITDA margins increased YoY on the back of revenue growth

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



Line 3 to start commercial production in FY26
Multiple Tech transfers underway

Growth driver:

- **Doubling Capacity**

Timeline	FY'24	FY'25	FY'26	FY'27	FY'28
LINE 3	*Installation*	*Media Fill*	*Tech Transfer*	*Commercial Production*	
LINE 4	*Design*	*Construction*	*Installation*	*Media Fill*	*Commercial Production*

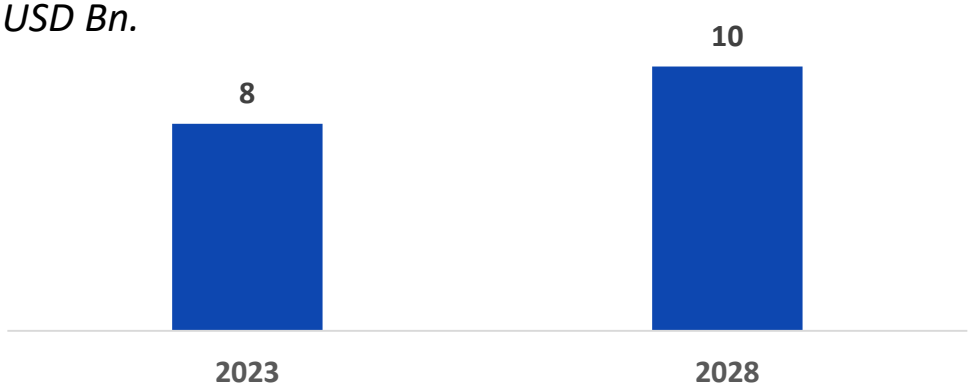
- *Total investment at USD 285 Mn. (RoCE > 20%) including US Govt. funding of USD 150 Mn.*
- *New lines have incremental revenue potential of USD 160 Mn. to USD 180 Mn*
- **Excellent traction on RFPs incl. from Big Pharma. Expect to finalize these within FY26**
- **Expect to reach full Capacity utilization for Line 3 in 3 years vs 4 years (as expected earlier)**


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

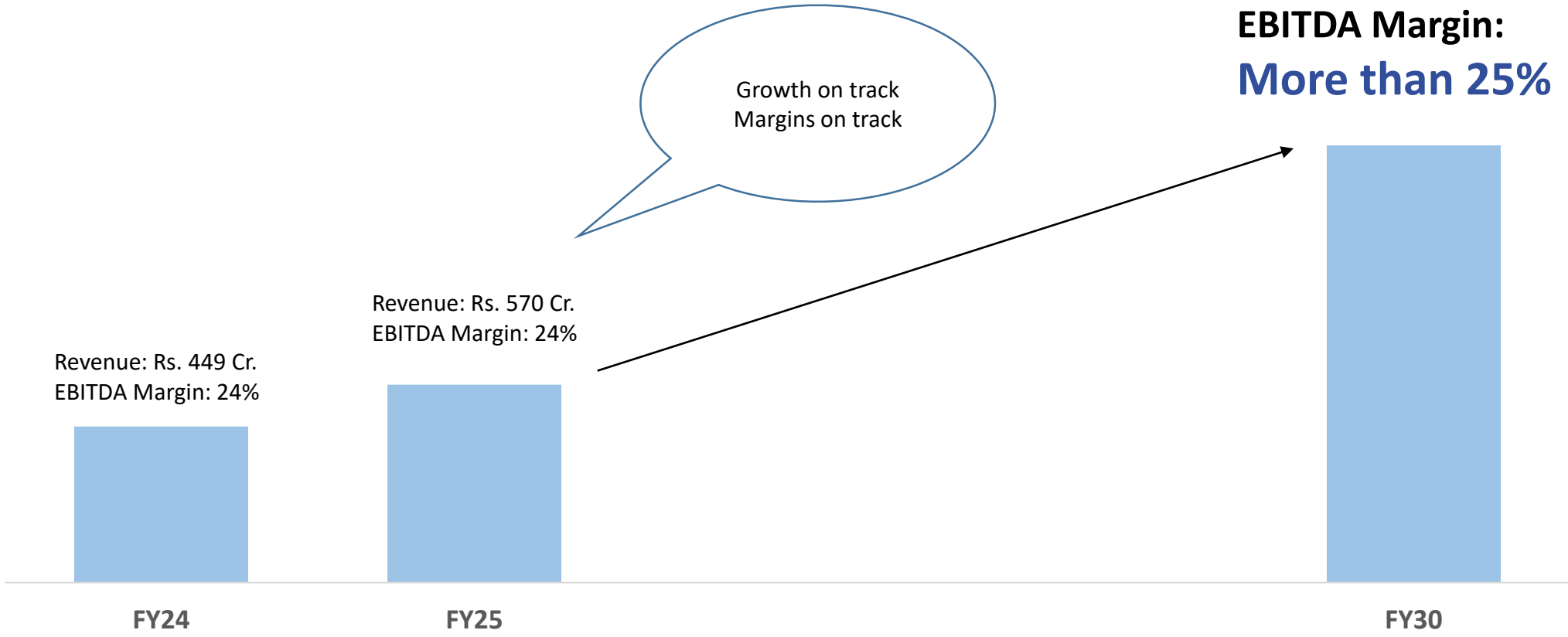
Drug Discovery Services & Early CDMO				Late CDMO & APIs
				
CoE Biologics (St. Julien, France)	**Integrated Drug Discovery Centre (IDDC, Bengaluru)**	**Chemistry Research Innovation Centre (CIRC, G. Noida)**	**Contract Development & Manufacturing Centre (API CDMC)**	**Advanced Intermediate & API Manufacturing**
~ 35 Scientists	**~ 350 Scientists**	**~ 750 Scientists**	**~250 Scientists**	**900+ MT of capacity**
Antibody Drug Conjugates, Biologics	Identifying target to candidate selection	Synthetic, Medicinal, Analytical and Computational Chemistry	Process Research Chemistry & Manufacturing	US FDA, Japan PMDA, Korea KFDA, Brazil ANVISA
Immune - oncology Expertise	**+85 Integrated Programs delivered**	**~40 clients** in last 3 years	**From mg to kg** Supporting Scale-up up to 20 kg	**Potent API expertise** OEB Class 1-4 API potency

Drug Discovery Financials : Q4'FY25 and FY25

Particulars (Rs. Cr.)	Q4'FY24	Q3'FY25	Q4'FY25	Y-o-Y		FY24	FY25	Y-o-Y
Revenue	117	150	156	*33%*		449	570	*27%*
EBITDA	29	39	41	*42%*		106	136	*29%*
EBITDA Margin (%)	*24%*	*26%*	*26%*	*160 bps*		*24%*	*24%*	*30 bps*

- Q4'FY25 and FY25 revenue increased YoY due to new contracts from large pharma customers
- Q4'FY25 and FY25 EBITDA increased YoY on the back of revenue growth

Drug Discovery Vision 2030 :
Triple revenues & maintain profitability



Drug Discovery Services: Leverage large pharma potential

Growth driver:

- **Add large pharma**

Proposed Biosecure Act

- Act passed in Sep'24 by US House of Representatives
- American pharma companies to look for alternatives besides China

- **Executing strategy on large pharma**
- **Footprint in EU**
- **Introduction of 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 (FY26) → **4,000** FTE's (FY27)

Total Capex USD 150 Mn. (Expect RoCE > 20%)

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

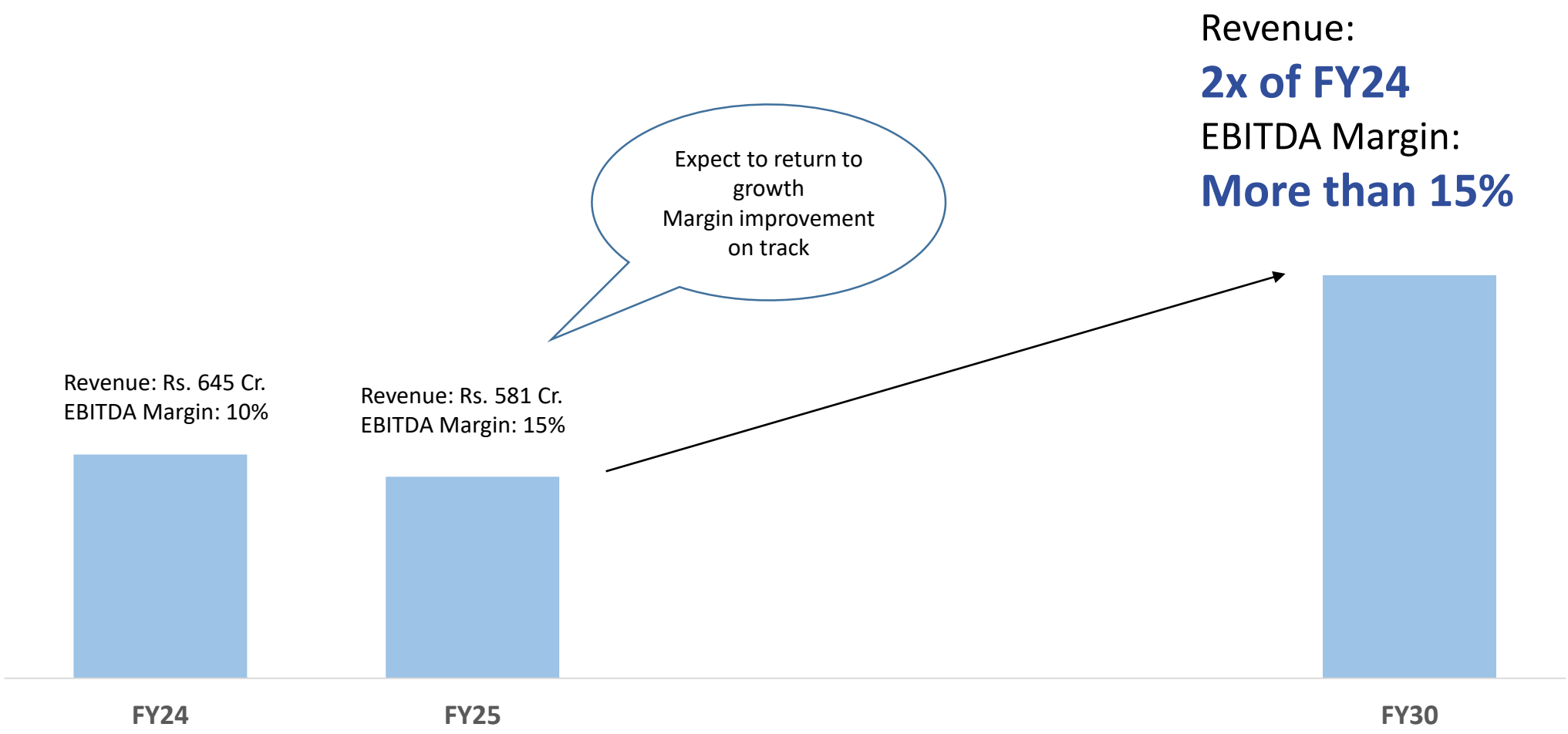
- **Expanded TAM by USD 1.4 Bn. in mAbs and ADCs**
- **Added strategic footprint in the EU**
- **Enhanced domain expertise in ADC**
- **Unique & cost-effective delivery model**

API Financials : Q4'FY25 and FY25

Particulars (Rs. Cr.)	Q4'FY24	Q3'FY25	Q4'FY25	Y-o-Y		FY24	FY25	Y-o-Y
Revenue	165	142	182	*11%*		645	581	*(10%)*
EBITDA	24	20	39	*62%*		63	87	*39%*
EBITDA Margin (%)	*14%*	*14%*	*21%*	*680 bps*		*10%*	*15%*	*520 bps*

- Q4'Y25 revenue increased YoY on the back of execution of back orders. Pricing pressure continues.
- Q4'FY25 and FY25 EBITDA margins increased YoY due to cost optimization efforts, improvement in revenue mix towards profitable products and CDMO

API Vision 2030 :
Double revenues and increase profitability



API
Grow CDMO and custom manufacturing in API

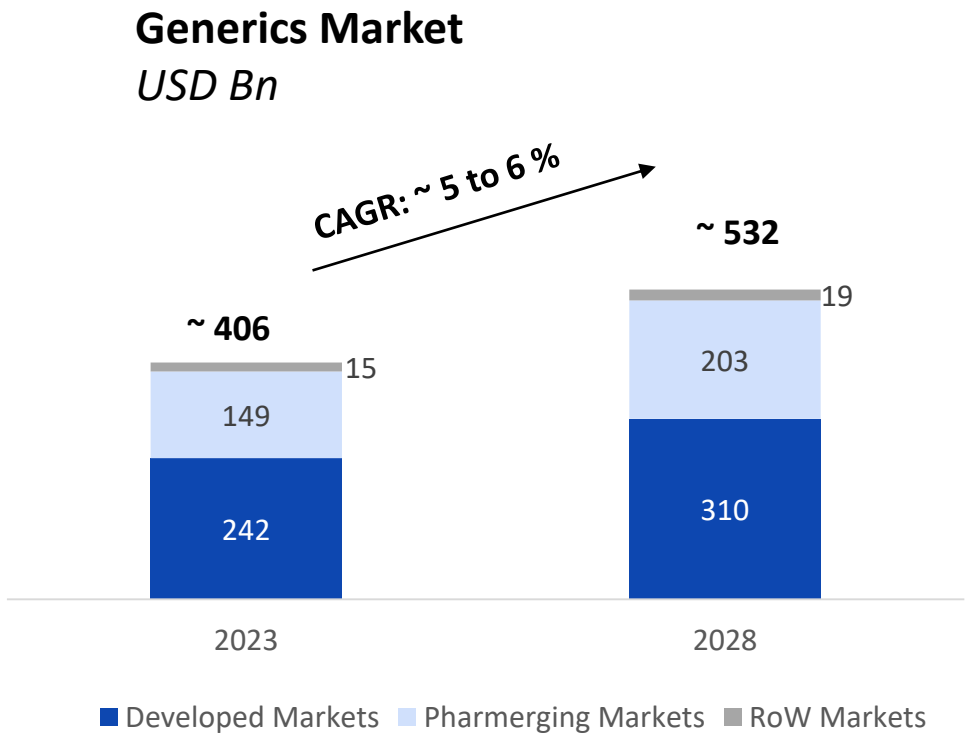
Growth driver:

- **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


Generics

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



Growth Drivers and Trends

Developed Market

- US market to grow at 2%, signs of decrease in price reductions
- Non-US market to grow by 5 - 7%

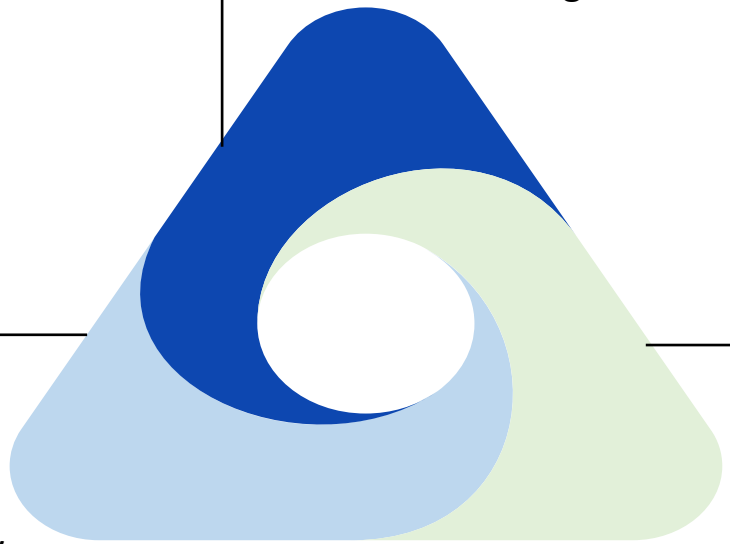
India Market

- India market to grow in excess of 8%
- Brand building, in-clinic effectiveness of sales is key

We are building a growing, profitable & agile business model

Non-US international market

- Broad therapeutic coverage - CVS, CNS, GI and multi specialty
- 1 key markets with triple digit revenue in INR Cr., Build total of 3 - 4 markets (B2B2C)
- Global presence in 50+ markets - US, Europe, Canada, Japan, Australia
- CMO to few large branded generics customers



US Market

- Focusing on profitable portfolio and customers
- Serving through Roorkee facility & CMO network

Indian Market

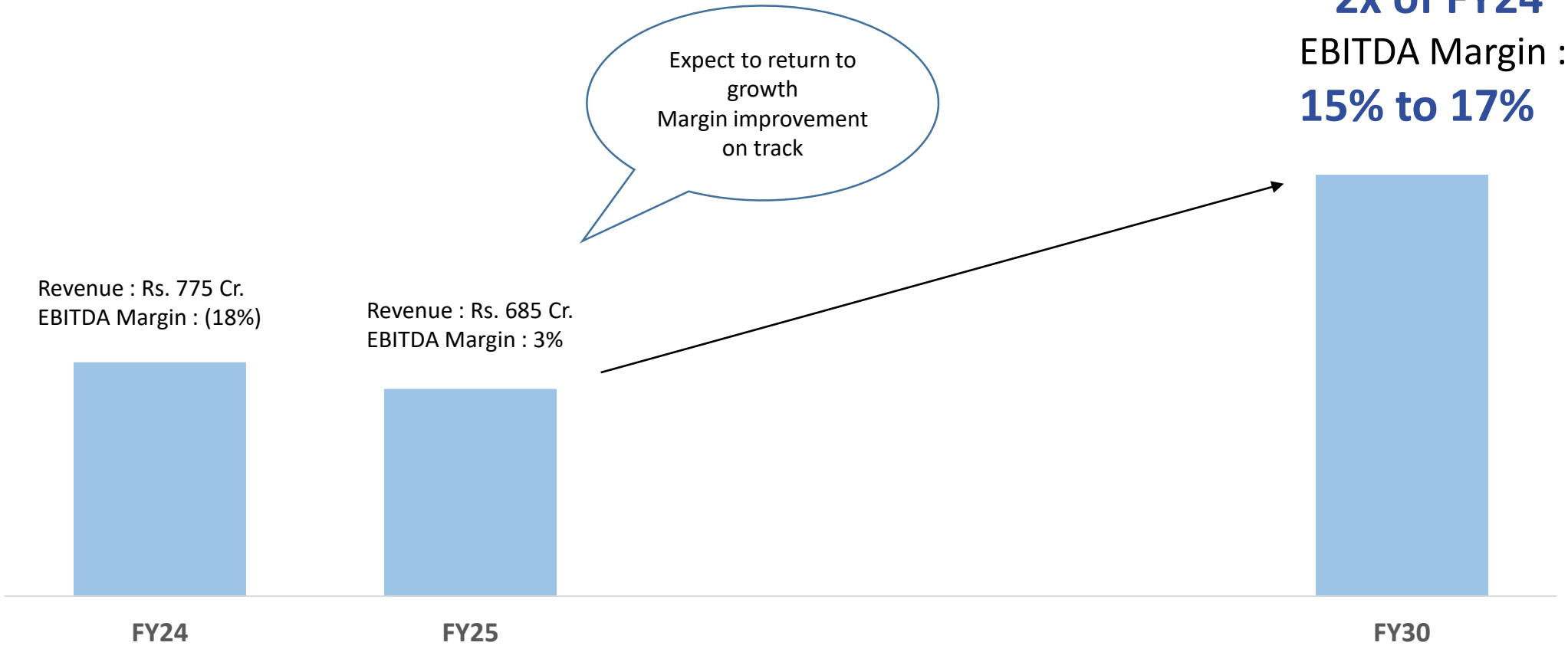
- Developing 3 to 4 profitable therapeutic areas

Generics Financials : Q4'FY25 and FY25

Particulars (Rs. Cr.)	Q4'FY24	Q3'FY25	Q4'FY25	Y-o-Y		FY24	FY25	Y-o-Y
Revenue	201	200	157	*(22%)*		775	685	*(12%)*
EBITDA	(39)	30	(17)	*57%*		(141)	24	*117%*
EBITDA Margin (%)	*(19%)*	*15%*	*(11%)*	*870 bps*		*(18%)*	*3%*	*2,160 bps*

- Q4'FY25 and FY25 revenue decreased YoY due to conscious focus on profitable products
- Delivered 3% EBITDA margin in FY25 ahead of expectations

Generics Vision 2030:
Reach top quartile profitability for similar size companies



Generics
Growth Drivers

Launch new products

- Relaunch dormant ANDAs from Roorkee and CMO network
- Secure ANDAs approvals

Grow the profitable Non-US international market

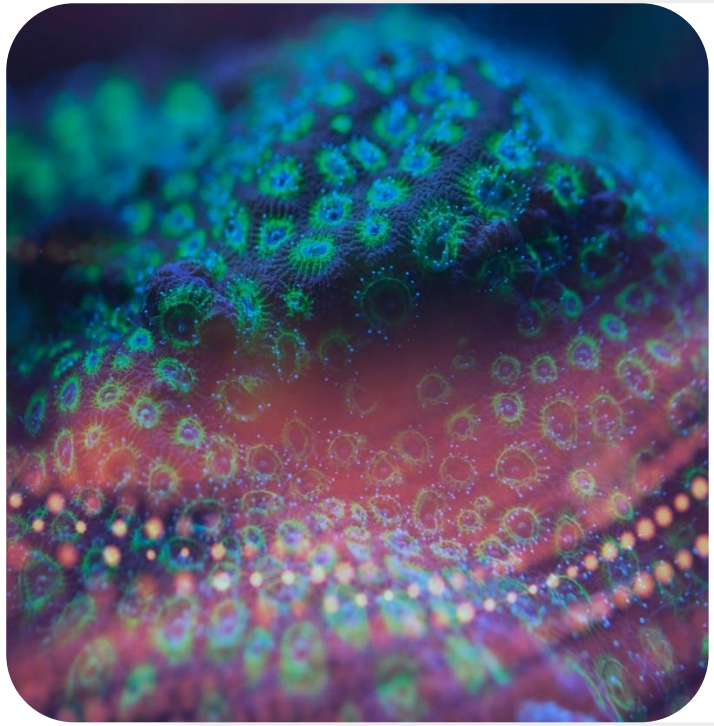
- Launch 6 to 8 new products every year
- Scale 3 to 4 key markets

Build branded business

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

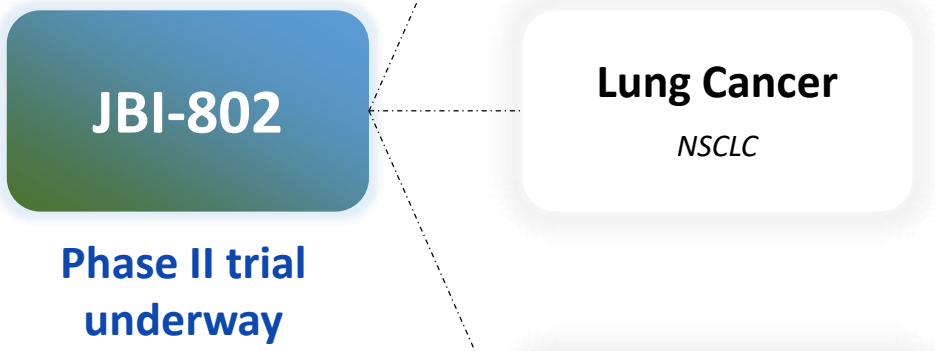

Proprietary
Novel Drugs

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



Blood Cancer

ET/MPN

- **Company sponsored Phase II trial underway**
- Highly differentiated for safety and efficacy than peers
- Total Addressable Market in US: USD 3.3 Bn.

Lung Cancer

NSCLC

- **Investigator led trial is being initiated**
- Demonstrated clinical efficacy in two NSCLC patients in phase 1 study
- Total Addressable Market in US: USD 3.1 Bn.

Leukemia

Post MPN AML

- **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

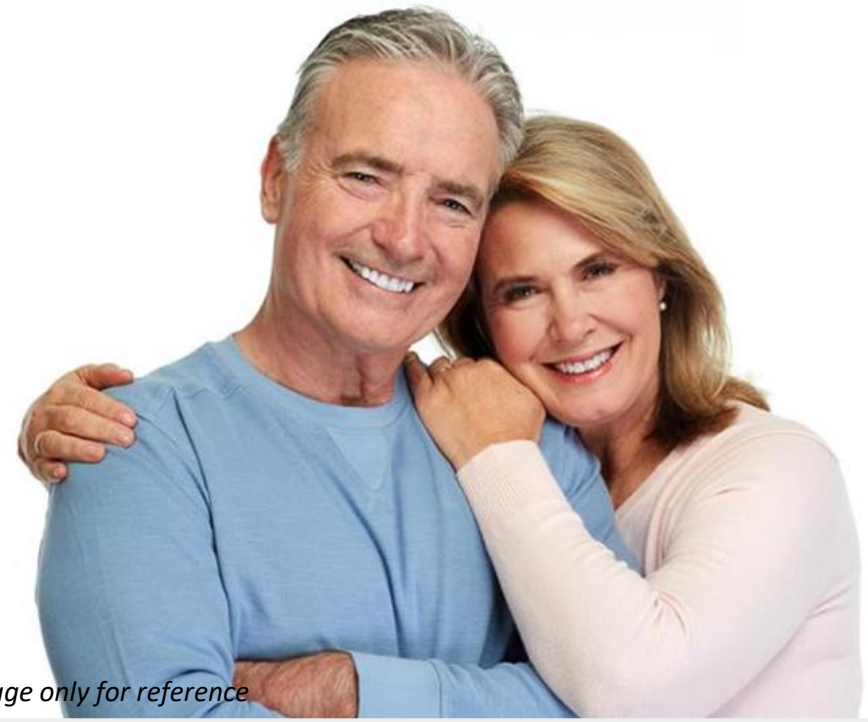
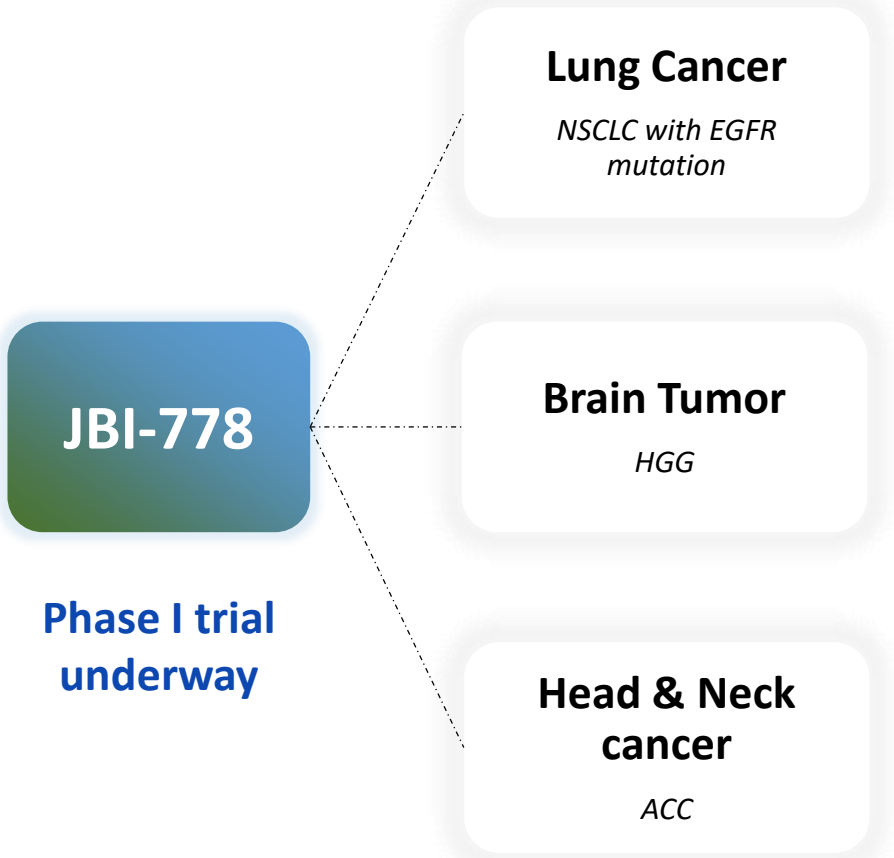


Image only for reference

- 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

JBI-778 to address unmet medical needs in difficult to treat cancers



- Total Addressable Market in US: USD 2.0 Bn.

- High unmet need with no effective treatment option
- Total Addressable Market in US: USD 1.7 Bn.

- Chemotherapy, current treatment option has low efficacy
- Highly sensitive to treatment mechanism of JBI-778

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

Proprietary Novel Drugs Financials :Q4'FY25 and FY25

Particulars (Rs. Cr.)	Q4'FY24	Q3'FY25	Q4'FY25	Y-o-Y		FY24	FY25	Y-o-Y
Revenue	0	0	0			0	0	
EBITDA	(7)	(5)	(4)	*51%*		(30)	(18)	*40%*

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

Proprietary Novel Drugs to explore monetization

- Expect clinical data readouts from CY 2025 to CY 2026
- **Explore monetization through licensing or external fund raising**

Consolidated Reported Financials – Q4'FY25 & FY25

Total Income growth (YoY) along with EBITDA margin expansion & PAT growth (YoY)

Particulars (Rs. Cr.)	Q4'FY24	Q3'FY25	Q4'FY25	Y-o-Y		FY24	FY25	Y-o-Y
Revenue	**1,759**	**1,822**	**1,929**	*10%*		**6,703**	**7,235**	*8%*
Other Income	**14**	**9**	**12**			**69**	**57**	
Total Income	**1,773**	**1,831**	**1,941**	*9%*		**6,772**	**7,291**	*8%*
EBITDA	**289**	**296**	**357**	*23%*		**994**	**1,230**	*24%*
EBITDA Margin (%)	*16.3%*	*16.2%*	*18.4%*	*210 bps*		*14.7%*	*16.9%*	*220 bps*
Exceptional Income / (expense)	(169)	(19)	(3)			(169)	360	
PBT	**(54)**	**131**	**206**	*484%*		**171**	**981**	*475%*
PBT Margin	*(3.0%)*	*7.1%*	*10.6%*			*2.5%*	*13.4%*	
Normalised PBT[1]	**115**	**149**	**209**	*82%*		**339**	**621**	*83%*
Normalised PBT Margin	*6.5%*	*8.2%*	*10.8%*	*430 bps*		*5.0%*	*8.5%*	*350 bps*
Reported PAT	**(62)**	**101**	**151**	*345%*		**73**	**836**	*1,050%*
Reported PAT Margin	*(3.5%)*	*5.5%*	*7.8%*	*1,130 bps*		*1.1%*	*11.5%*	*1,040 bps*
Normalised PAT[1]	**61**	**104**	**139**	*127%*		**195**	**415**	*112%*
Normalised PAT Margin	*3.4%*	*5.7%*	*7.1%*	*370 bps*		*2.9%*	*5.7%*	*280 bps*

- FY25 **Revenue grew YoY** on the back of growth in revenue across Radiopharma, Allergy Immunotherapy, CDMO SI and CRDMO
- FY25 **EBITDA Margins expanded YoY** due to improved performance in CDMO SI, CRDMO and Generics
- FY25 **Normalised PAT increased YoY** due to improved operating performance and reduction in finance cost

Normalised PBT / PAT is after adjusting for Exceptional items

Key Ratios

Net Debt / Ebitda continues to improve

Particulars (Rs. Cr.)	Mar 31, 2024	Mar 31, 2025
Net Debt (On constant currency, Net of DIC)	2,457	1,299
Net Debt / Equity	0.46	0.22
Net Debt / EBITDA (TTM)	2.5	1.1
Long Term Capex Creditors	0	453

- Net Debt / Ebitda improved sharply
- USD 125 million voluntary prepayment in FY25 to reduce debt

Exchange Rate : 1 USD = INR 83.41 on Mar 31,2024, 1 USD = INR 85.47 on Mar 28,2025

Sustainability

Received KPMG ESG Excellence award for Mid / Small Cap category in the Pharma & Healthcare in FY25

S&P Global Dow Jones Sustainability Indexes — ***DJSI Score 60%***

SILVER | Top 15% ecovadis Sustainability Rating MAR 2024 — ***EcoVadis Score 65***

KPMG ESG Conclave and Awards 2024 — ***Winner – Mid/Small Cap Category***

CDP DISCLOSER 2024 — ***B - Water Security, D - Climate***

GRI COMMUNITY MEMBER 2024 — ***Member since 2005***

All Indian manufacturing plants are Zero Liquid Discharge

19% reduction in Specific Water Consumption v/s FY 25 target

Sustainability Performance

13 PP increase in renewable in purchased power v/s FY 25 target

21% reduction in Specific Greenhouse Gas Emissions v/s FY 25 target

2001	2002	2003	2005	2008	2009	2010	2013	2015	2019	2021	2024
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)*	*Investment in renewable energy*

Monitoring yearly sustainability targets
Achieved FY 24 targets

Summary – Q4'FY25

1. **Radio Pharmaceuticals** : New products and Ruby-Fill® maintaining **growth momentum**
   Radio Pharmacies : Competitive intensity higher in SPECT, **Commercial distribution of PLYARIFY® in PET** started in H2'FY25

2. **Allergy Immunotherapy** : Revenue grew YoY; **EBITDA margins normalized**

3. **CDMO Sterile Injectable** : **Capacity expansion** at Spokane **on track**. Line 3 progressing ahead of expectations

4. **CRDMO DDS:** Continue to increase revenue share from large pharma clients. **Medium term outlook continues to be positive**
   CRDMO API : Focus on profitable products and CDMO. **Taking initiatives to reduce operating costs**

5. **Generics** : **Profitable operations in FY25**

6. **Prop Novel Drugs** : **Patient dosing** in both lead programs

Financial Results Table

Total Income (Rs. Cr.)	Q4'FY24		Q3'FY25		Q4'FY25		FY24		FY25	
Revenue (A)	**1,759**		**1,822**		**1,929**		**6,703**		**7,235**	
a. Radiopharma	**818**		**841**		**895**		**3,001**		**3,388**	
Radiopharmaceuticals	256		265		296		952		1,074	
Radiopharmacies	561		576		600		2,050		2,314	
b. Allergy Immunotherapy	**188**		**171**		**192**		**679**		**701**	
c. CDMO Sterile Injectables	**259**		**306**		**340**		**1,117**		**1,272**	
d. CRDMO	**282**		**292**		**338**		**1,093**		**1,151**	
Drug Discovery Services	117		150		156		449		570	
CDMO – API	165		142		182		645		581	
e. Generics	**201**		**200**		**157**		**775**		**685**	
f. Proprietary Novel Drugs	**0**		**0**		**0**		**0**		**0**	
Unallocable Corporate Income	11		11		7		38		37	
Other Income (B)	**14**		**9**		**12**		**69**		**57**	
Total Income (A+B)	**1,773**		**1,831**		**1,941**		**6,772**		**7,291**	

EBITDA (Rs. Cr.)	Q4'FY24	Margin	Q3'FY25	Margin	Q4'FY25	Margin	FY24	Margin	FY25	Margin
a. Radiopharma	**169**	***21%***	**130**	***15%***	**141**	***16%***	**584**	***19%***	**535**	***16%***
Radiopharmaceuticals	126	*49%*	125	*47%*	136	*46%*	477	*50%*	505	*47%*
Radiopharmacies	38	*7%*	5	*1%*	6	*1%*	56	*3%*	30	*1%*
b. Allergy Immunotherapy	**75**	***40%***	**48**	***28%***	**88**	***46%***	**273**	***40%***	**245**	***35%***
c. CDMO Sterile Injectables	**58**	***22%***	**51**	***17%***	**95**	***28%***	**192**	***17%***	**292**	***23%***
d. CRDMO	**52**	***19%***	**59**	***20%***	**79**	***23%***	**169**	***15%***	**224**	***19%***
Drug Discovery Services	29	*24%*	39	*26%*	41	*26%*	106	*24%*	136	*24%*
CDMO – API	24	*14%*	20	*14%*	39	*21%*	63	*10%*	87	*15%*
e. Generics	**(39)**	***(19%)***	**30**	***15%***	**(17)**	***(11%)***	**(141)**	***(18%)***	**24**	***3%***
f. Proprietary Novel Drugs	**(7)**		**(5)**		**(4)**		**(30)**		**(18)**	
Unallocable Corporate (Expenses) / Income	(19)		(17)		(26)		(55)		(72)	
Total EBITDA	**289**	***16.3%***	**296**	***16.2%***	**357**	***18.4%***	**994**	***14.7%***	**1,230**	***16.9%***

Note : "Radiopharma" segment EBITDA includes "EBITDA share" & "Share of profit" from Sofie

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

Arvind Chokhany
Group CFO, Whole-time Director

Shantanu Jha
Group CHRO

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

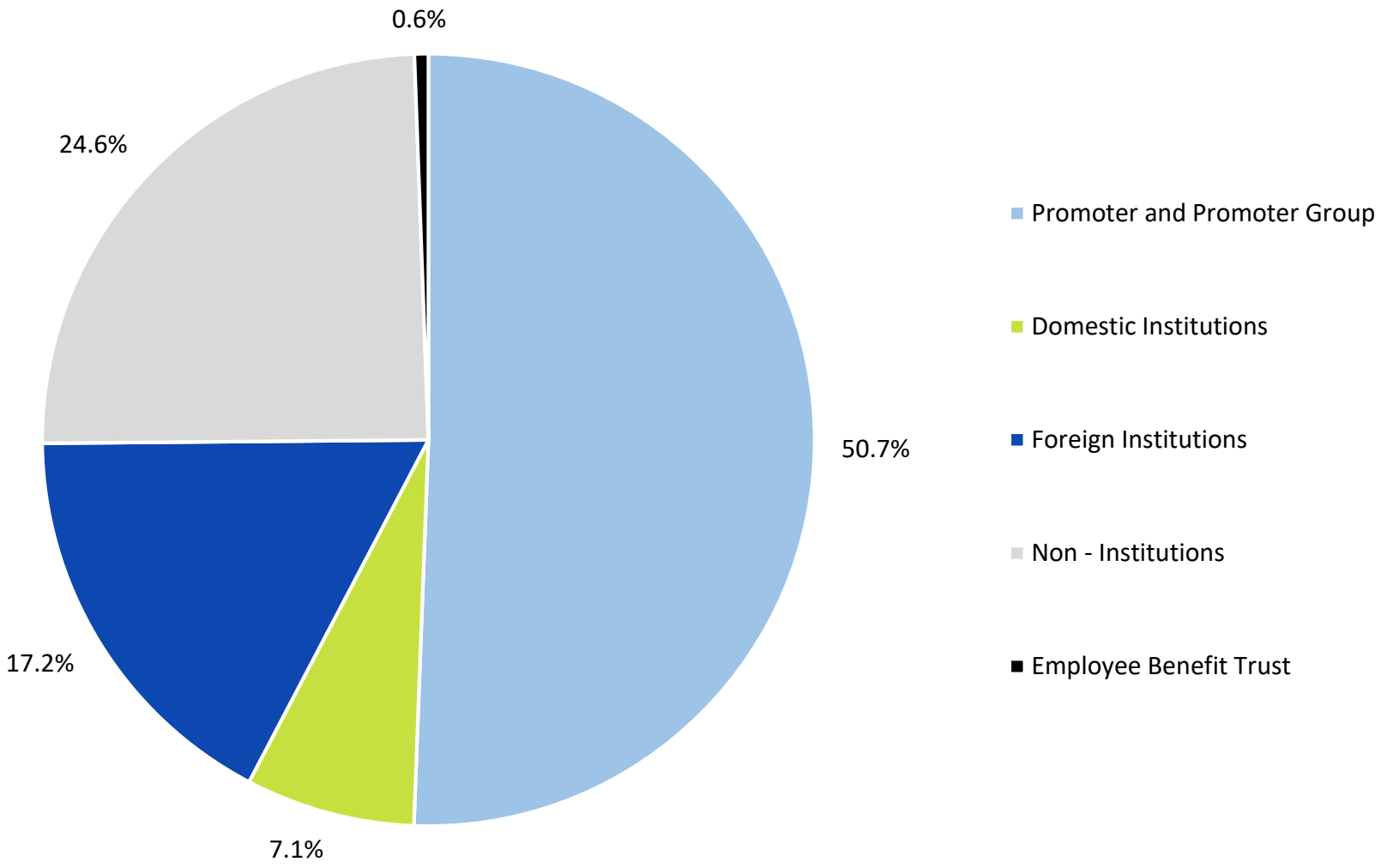
Dr Jaidev Rajpal
CEO - Jubilant Generics

Kyle Ferguson
CEO - Allergy Immunotherapy

Dr Syed Kazmi
CEO - Jubilant Therapeutics

Shareholding Pattern

As on 31st Mar 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/	CRISPR-Cas9 Endomorphic RNA Symptomatic Inhibitor (RNA based therapy targeting genetic disease)
Epigenetic Modulating Agent	Medications that modify gene expression patterns
PRMT5 Inhibitor	Protein Arginine Methyltransferase 5 inhibtor (Blocks enzyme activity involved in adding methyl groups to arginine residues, affecting gene expression regulation)
Brain Penetrant	Cerebral blood flow enhancers or cognitive-enhancing drugs (supplements)
PD-L1 Inhibitor	Programmed death Ligand-1 inhibitor (blocks the PD-L1 pathway, enhancing immune response against cancer cells)
PAD4 Inhibitor	poly(ADP-ribose) polymerase 4 inhibitor (Disrupts DNA repair mechanisms in cancer cells, leading to their death)
LSD1/HDAC6 inhibitor	Lysine specific demethylase 1/Histone deacetylase 6 inhibtor (Blocks enzymes involved in modifying histones, impacting gene expression regulation in cancer therapy)
NSCLC	Non-small cell lung cancer
SCLC	Small cell lung cancer

Thanks!

Q4 and Full year FY25 Q&A

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

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.

……*End* ……