



Jubilant Life Sciences Limited

Investor Presentation

June 2019

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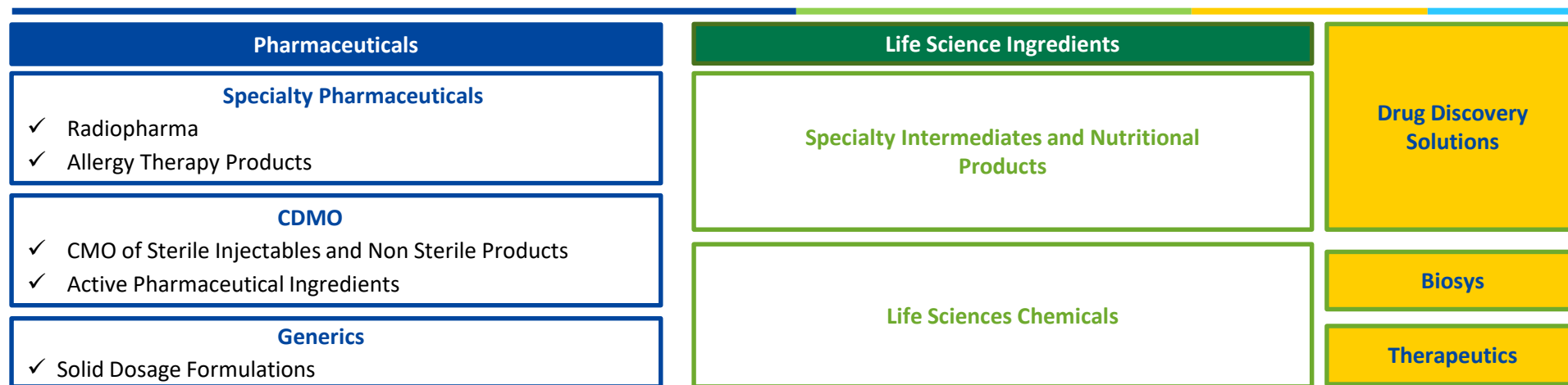
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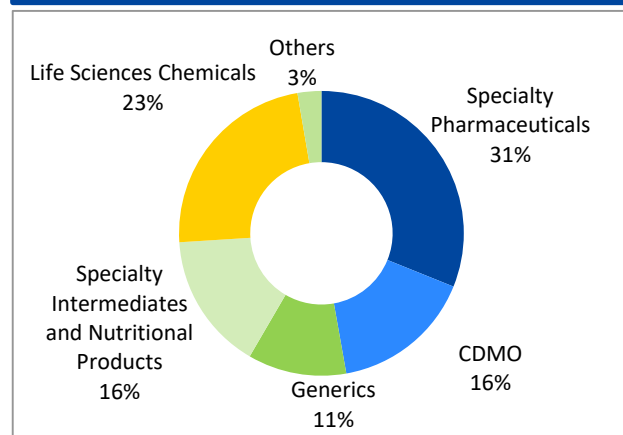
NOTES

1. The numbers for the quarter have been reclassified and regrouped wherever necessary
2. Closing Exchange Rate for USD 1 at Rs. 65.17 as on March 31’18, and Rs 69.16 as on March 31, 2019
3. Financial numbers FY 2016 onwards, are as per Indian Accounting Standards (Ind-AS)

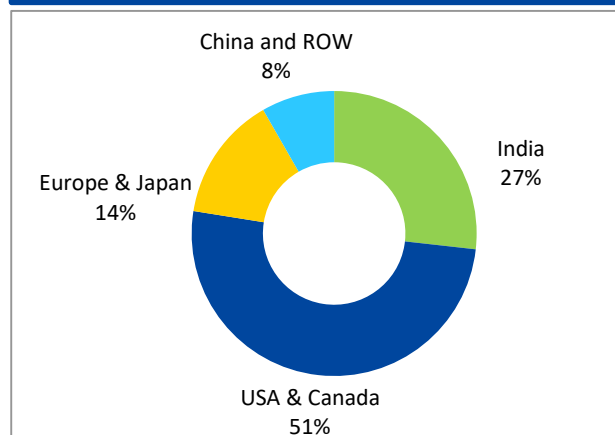
Jubilant Life Sciences Overview



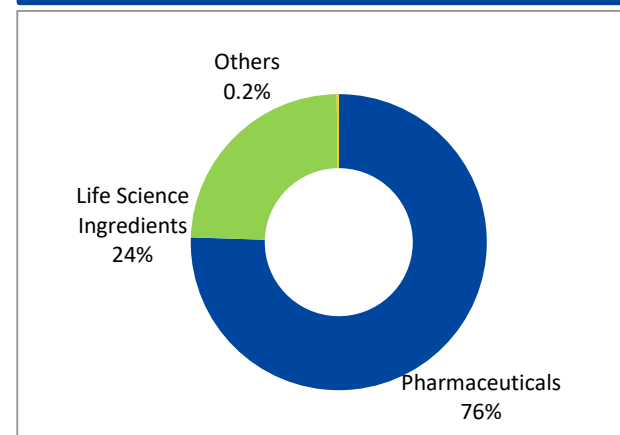
FY19 Revenue Mix by Segment



FY19 Revenue Contribution by Region



FY19 EBITDA Mix by Segment



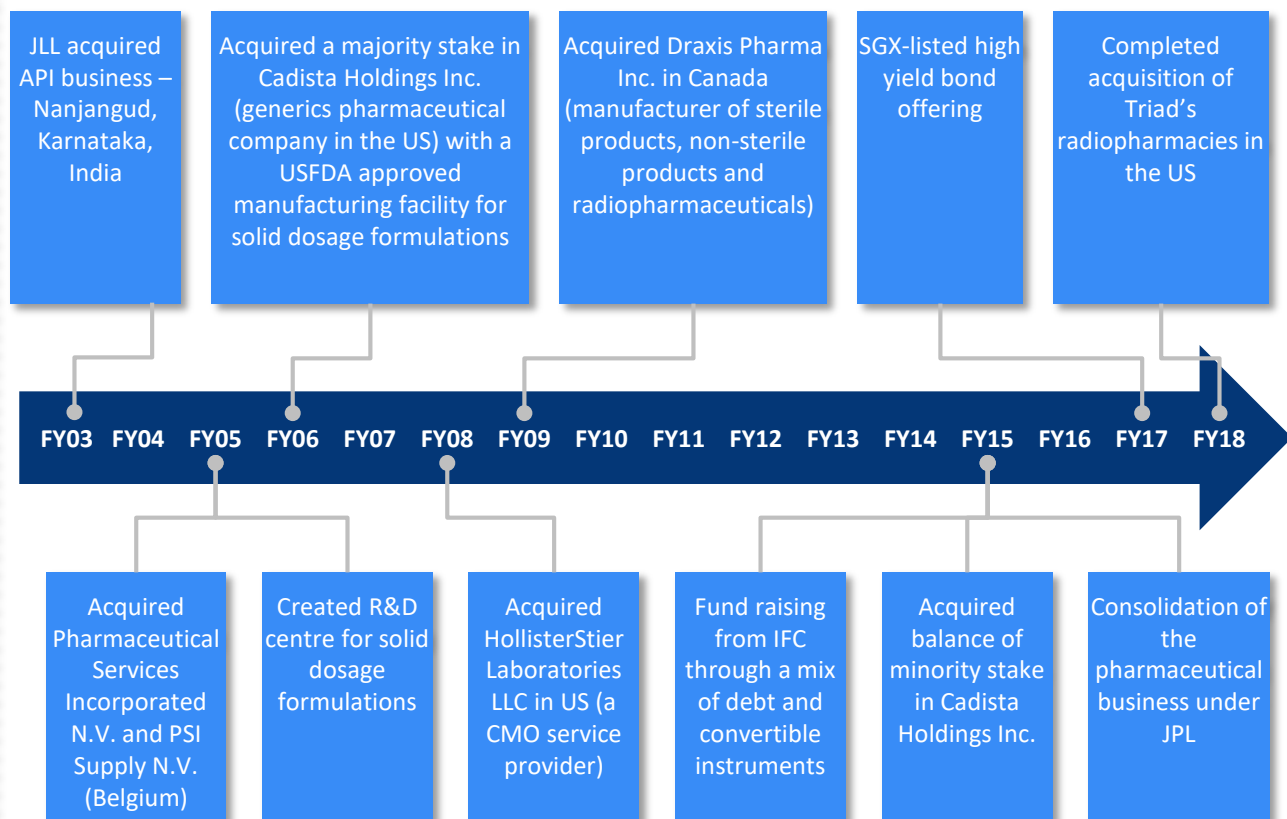
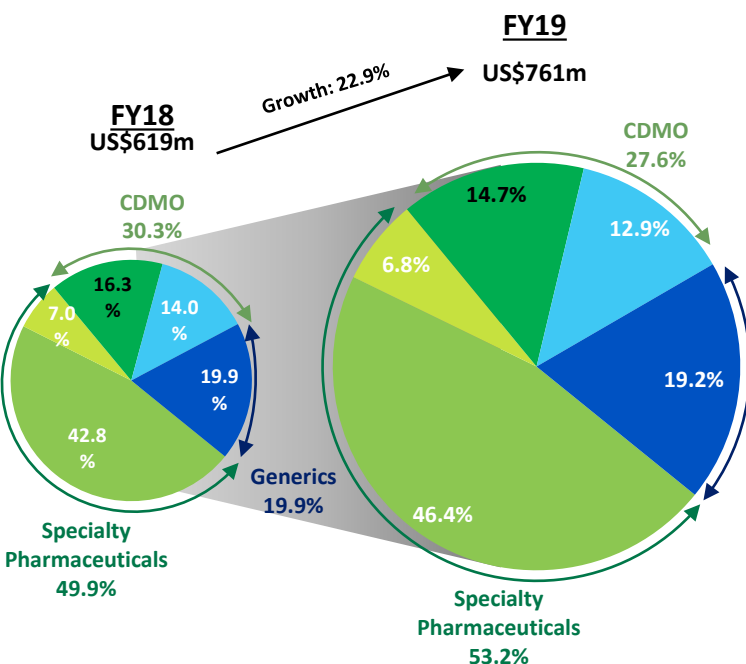
- **USD 1.2 billion integrated global pharmaceuticals and life sciences company**
- **Strong position** in Specialty Pharmaceuticals – Radiopharma and Allergy therapy products
- **6 USFDA approved manufacturing facilities** including 4 in North America and 2 in India; 5 state-of-the-art LSI mfg. facilities in India
- **Expertise in chemistry and manufacturing** spanning over four decades of experience
- Employs ~7,700 people globally, including over 2,200 in North America and more than 500 dedicated to R&D



Pharmaceuticals Segment

Evolution of Jubilant Pharma

Revenue Contribution⁽¹⁾



Continued Focus on Specialty Pharmaceuticals – Radiopharmaceuticals and Allergy Therapy Products

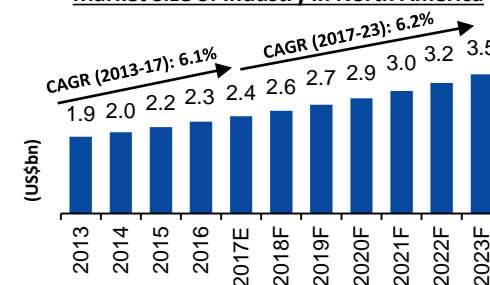
(1) Revenue from operations include contribution from radiopharmacies (Triad Isotopes) from the period starting September 1, 2017

Radiopharmaceuticals Business

Industry Overview ⁽¹⁾

- Radiopharmaceuticals Industry in North America is US\$2.4bn, expected to grow at CAGR of 6.2% to reach US\$3.5bn by 2023
- Oncology and cardiology diagnosis accounted for 69.4% of the industry in 2017
- Increase of cardiovascular, cancerous and neurological diseases are likely to drive molecular imaging procedures

Market Size of Industry in North America



Business Overview

- Specializes in cardiology, pulmonology, oncology and endocrinology as well as bone, brain and renal imaging
- Supplies 14 diagnostic and therapeutic radiopharmaceutical products to 18 countries
- **#3 radiopharmaceutical manufacturer** in nuclear medicine industry in the US based on revenue⁽¹⁾
- Customers include 3rd party commercial radiopharmacy networks, our radiopharmacies, hospitals, standalone imaging centers and cardiologists
- Long-term contracts in place in the US
- USFDA approved manufacturing facility at Kirkland, Montreal

Products

- **MAA** for lung perfusion imaging (Sole supplier with 100% market share⁽¹⁾)
- **DraxImage® DTPA** for lung ventilation and renal imaging (Sole supplier 100% market share⁽¹⁾)
- **HICON® Sodium Iodine-131 solution** for thyroid disease and thyroid cancer management (One of the only three manufacturers of I-131 (Thyroid) globally⁽¹⁾)
- **RUBY® Rubidium Rb-82 Generator and RUBY® Rubidium Elution System (505 (b)(2)products)** for myocardial perfusion imaging with PET
- **DraxImage® Exametazime (505 (b)(2)product)** for intra-abdominal infection and inflammatory bowel disease
- **Planning to file NDA for I-131 mIBG (currently undergoing Phase II and Phase III clinical trials in US) and 505(b)(2) for 7-8 other products**

Strategy

Achieve market leadership in the nuclear medicine industry

- Increase market share of RUBY-FILL® Generator and RUBY Elution System™ - cardiac PET imaging
- Leverage leadership in existing products
- Expand product portfolio through launch of niche and differentiated products

(1) According to Frost & Sullivan - Independent Market Research on the Radiopharmaceutical Industry, US Radiopharmacy Chain, US Contract Manufacturing Organisation Industry, US Allergy Immuno Therapy Industry and the Global and US Generic Pharmaceutical Industry

Radiopharmacy Business

- **# 2 commercial radiopharmacy network⁽¹⁾ in the US, operated under the “Triad Isotope” brand**
 - Facilities also include three operational cyclotrons
- **Multi-year agreements with GPOs in place**



Over 50 radiopharmacies spread across 22 states



750+ employees



c.3 mn+ doses delivered annually



c.1,700 customers across National GPOs, Regional Networks, local hospitals and physician groups



Strong relationships with major national GPOs

Strategy

Build the nation's premier centralised radiopharmacy network

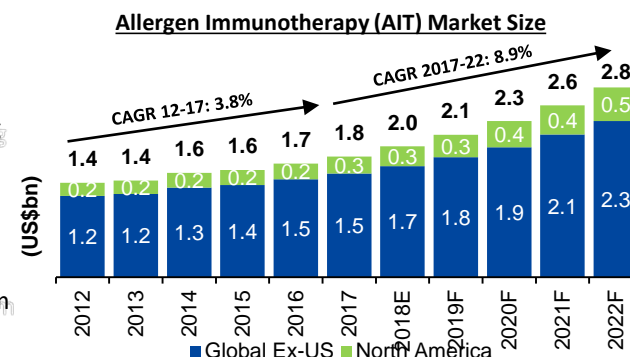
- Optimizing coverage of radiopharmacy network through further additions and improvements or consolidation
- Establish new distribution channels through collaboration and contractual arrangements with strategic partners
- Geographic expansion in US and Canada by increasing brand recognition among hospital networks

(1) According to Frost & Sullivan - Independent Market Research on the Radiopharmaceutical Industry, US Radiopharmacy Chain, US Contract Manufacturing Organisation Industry, US Allergy Immuno Therapy Industry and the Global and US Generic Pharmaceutical Industry

Allergy Therapy Business

Industry Overview

- Global AIT market stands at US\$1.8bn and is expected to grow at CAGR of 8.9% to reach US\$2.8bn by 2022
- Major growth drivers include the increased prevalence of allergic diseases, reduced time to drug approval processes and increased pharmaceutical R&D spending & biotechnology investment
- Venom immunotherapy is considered effective for the prevention of potential allergic reactions to hymenoptera stings
- Following the exit of ALK Abello A/S, Jubilant HollisStier Allergy is the sole supplier for venom immunotherapy in the US



Business Overview

- One of the top 3 players in the allergenic extract market in the US⁽¹⁾
- Offers a range of different allergenic extracts and standard allergy vaccine mixtures as well as insect venom products for the treatment of allergies to insect stings
- Traditionally focused on North America as the key market, where significant brand loyalty is generated in respect of the “HollisterStier” brand
- Dedicated sales force in the US and distributors in Europe, Canada and South Korea
- Products are sold primarily in bulk and then mixed in the office/clinic environment
- USFDA approved manufacturing facilities at Spokane facility

Products

- Product range includes 200+ different allergenic extracts, six insect venom products and exclusive skin diagnostic testing devices
- Currently the sole producer and supplier of venom products for the treatment of allergies in the US
- Expect to benefit from barriers to entry as biotechnology products with grandfather status; new products require an NDA

Strategy

Leverage Existing Capabilities

- Launch new, differentiated products and expand capacities in particular in venom and extract products
- Improve existing processes and supply reliability

Enhance US Footprint & Portfolio

- Drive growth and profitability through our strong customer commitment to be partner-of-choice in US allergy market

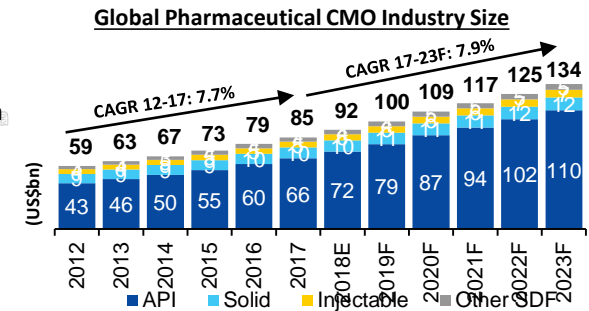
Expand Target Markets & Portfolio

- Explore adjacencies or vertical integration such as supplier & distribution agreements or diagnostic testing services
- Entered into partnerships to further deepen the penetration in Canada and Europe

Contract Manufacturing Business – Sterile Injectables and Non-Sterile Products

Industry Overview (Injectables)

- Injectable market stands at US\$5.4bn and is expected to outpace the industry (ex API) by growing at a CAGR of 4.7% between 2017-23F to reach US\$7.1bn
- Growth drivers include consolidation in injectable CDMO space, shortage of injectable drugs, vendor consolidation and technical expertise for sterile injectable drugs



Business Overview

- Sterile injectables account for c.80% while non-sterile products account for the balance c.20% of CMO revenues
- Deep and long-term relationships with our top 10 customers - **at least 10 years of business relationships with 6 of our top 10 customers**
- Fully integrated contract manufacturer of sterile injectables with in-house R&D capabilities – well positioned to become a leading, cost effective CMO
- Full suite of services to our customers including supply chain support, lab testing services, regulatory submission support, manufacturing process refinement and project management
- USFDA approved manufacturing facilities located in Spokane, Washington and Montreal, Canada

Products

Sterile Injectables

- Freeze-dried (lyophilized) injectables, vial and ampoule liquid fills, Biologics, water for injection diluents and Sterile ointment, creams and liquids
- Currently produce vial ranges from two milliliters to 100 milliliters and batch sizes ranging up to 2,000 litres
- Capabilities to produce quantities for both large-scale commercial operations as well as for clinical trials

Non-sterile Products

- Semi-solid dosage formulations, including antibiotic ointments, dermatological creams and liquids (syrops and suspensions)

Strategy

Enhance and expand capacity

- Capacity Expansion
 - Capacity addition by operating one line 24X7 effected in Spokane during Q3'FY19
 - New Lyo equipment to increase capacity by 25% to be commercialised by H1'FY20
- Increasing capacity utilization

Achieve operational efficiencies

- Focus on First Time Right customer service and increase product filling yields
- Reduce time cycle between product releases

Identify new customer targets

- New customer targets for ampoules, semi-solids and non-sterile liquids
- Focus on long term high value contracts

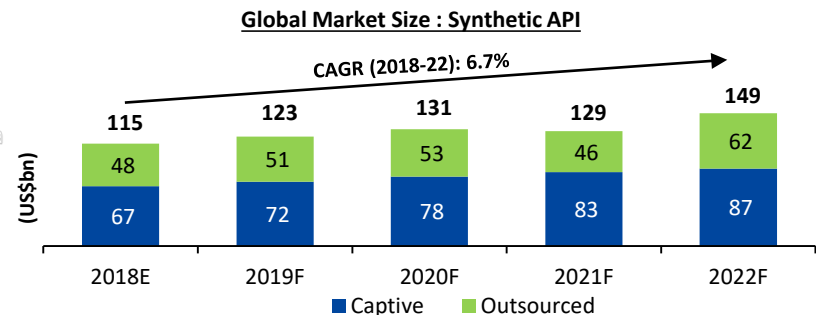
Product portfolio extension

- Finding opportunities to strategically extend our product portfolio
- Evaluating opportunities for new product launches

API Business

Industry Overview

- Global Synthetic API market is US\$115bn in 2018 and is expected to grow at a CAGR of 6.7% from 2018 to 2022F to reach US\$149bn⁽¹⁾
- 53% of outsourced API market is generics⁽¹⁾



Business Overview

- One of the global suppliers with market leadership in select key API products⁽¹⁾
- ~80% of commercialized portfolio is in lifestyle driven therapeutic areas such as CVS, CNS, anti-infective and non-communicable diseases
- ~60% of API sales are to regulated markets
- Sartans continue to be a key focus area
- API facility at Nanjangud, Karnataka (USFDA, PMDA Japan, KFDA Korea, COFEPRIS Mexico and Brazil ANVISA certifications)⁽²⁾

Products⁽¹⁾

Product	Jubilant Global Market Share ⁽¹⁾
Risperidone	c.33%
Oxcarbazepine	c.30%
Carbamazepine	20%
Pinaverium	20%

Product	Jubilant Global Market Share ⁽¹⁾
Mecizine	20%
Citalopram	18%
Donepezil	16%

Strategy

- Continue to be a preferred supplier to our customers
- Focus on product selection, new product launches and increasing market share of existing products
- Well differentiated strategy of products and markets, focus on cost optimization supported by highly capable team with a proven track record to drive sustainable growth
- Increasing the range of products in key markets such as US, Europe and expanding our geographical reach in select Emerging Markets
- Continue to invest in R&D to build-up product pipeline and capacity expansion at plants

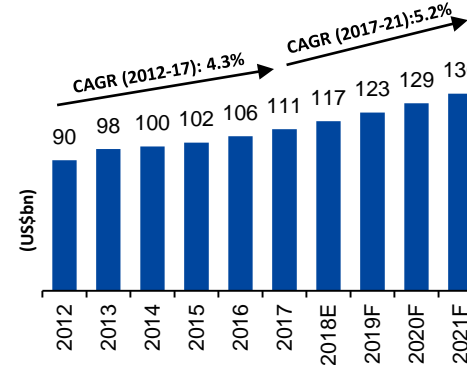
⁽¹⁾ Source: Frost & Sullivan - Independent Market Research on the Radiopharmaceutical Industry, US Radiopharmacy Chain, US Contract Manufacturing Organisation Industry, US Allergy Immuno Therapy Industry and the Global and US Generic Pharmaceutical Industry

Solid Dosage Formulations Business

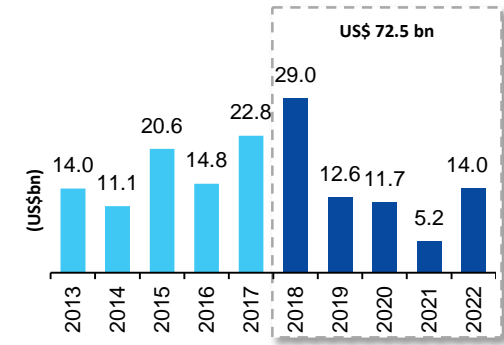
Industry Overview

- Global generics pharmaceutical industry stands at US\$111bn and is expected to grow at CAGR of 5.2% to reach US\$136bn by 2023
- It is estimated that there will be USD72.5 billion worth of small molecule drugs will have patent expiry from 2018-22
- Pharmerging market has seen strong growth both in volume (6.2%) and value (4.1%) in the recent past (2011-2016)- driven by preference for branded generics coupled with increase in out-of-pocket spend

**Global Generics Pharmaceuticals
Industry Size by Unbranded Generic
Sales⁽¹⁾⁽³⁾**



US Patent Expiry for Small Molecules



Business Overview

- 55 commercialized generic solid dosage formulations products across the US, Europe, Canada, Australia and the rest of the world⁽²⁾
- 96 ANDA filings in the US - of which 35 are pending⁽²⁾
- We are one of the market leaders in select key products in the US⁽¹⁾
- Benefit from backward integration into API business supported by in-house R&D facilities
- Manufacturing facility at Salisbury, US (USFDA) and Roorkee, India (USFDA, UKMHRA, PMDA Japan, ANVISA Brazil and MCC South Africa)

Products

- #1 player in 3 products with over 35% share in each of the three products
- Amongst top 3 players in another 2 products
- Amongst top 5 players in another 2 products

Strategy

- Aim is to be the first to enter and last to exit using our chemistry and R&D capabilities and manufacturing expertise to drive growth
- Focus on investment in R&D in order to increase our ANDA filings and approvals
- Focus on cost leadership with increased integration of in-house APIs
- Expand business into emerging markets by leveraging existing US filings
- Increasing solid dosage formulations capacity at Roorkee facility

(1) Source: Frost & Sullivan - Independent Market Research on the Radiopharmaceutical Industry, US Radiopharmacy Chain, US Contract Manufacturing Organisation Industry, US Allergy Immunotherapy Industry and the Global and US Generic Pharmaceutical Industry

(2) As of March 31, 2019

(3) Only includes prescription drugs



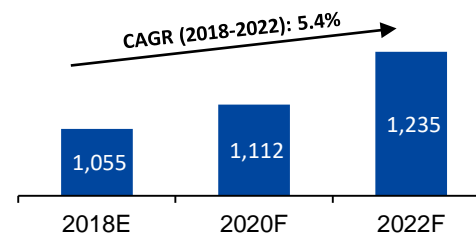
Life Science Ingredients Segment

Specialty Intermediates & Nutritional Products

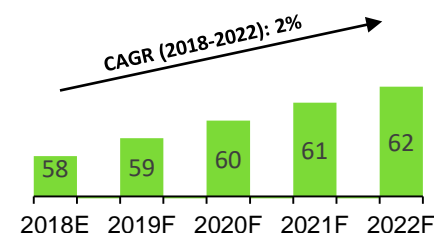
Industry Overview

- Global specialty chemicals market is USD 1.1 billion in 2018 and is expected to grow at 5.4% to reach USD 1.2 billion in 2022.
- Global nutrition market is USD 570 billion in 2018, majorly dominated by Animal Feed Market (80%)

Global Market Size (\$ Mn) : Speciality Chemicals



Global Market Size (KT): Vitamin B₃



Business Overview

- Specialty Intermediates business comprises of Advance intermediates with product offerings such as Pyridines, Picolines, Cyanopyridines, Piperidine and their value added derivatives known as Fine Ingredients and Crop Science Ingredients
- Nutritional products business comprises of Vitamins, Animal Nutrition & Human Nutrition offering Vitamin B3, Vitamin B4 and Specialty Products
- Economies of scale and extensive backward and forward integration across the pyridine value chain drives cost competitiveness and secure supply chain.
- Exports accounted for 65% of the business revenue in FY19
- Strong customer base, end-to-end market offerings and market play in growth segments
- Product offerings service Pharmaceutical, Agrochemical, Personal Care, Healthcare, Nutrition (Human & Animal) & Other Life Science industries

Products

Key Product	Jubilant Global Market Share
Pyridines ¹	21%
Vitamin B ₃ ²	17%

Key Product

Vitamin B₄ (India)

Jubilant India Market Share

64%

Strategy

- Leverage integrated value chain to ensure cost advantages and higher margins
- Capacity expansion through regular debottlenecking & process intensification to meet incremental market demand
- Drive growth through new product launches thereby expanding product portfolio; Increase in customer alliances to defend market share and internal asset optimization
- Strategic product expansion to cater wide ranging agro applications; Focus on R&D oriented new products and CDMO for innovators

(1) - Merchant Sales Share

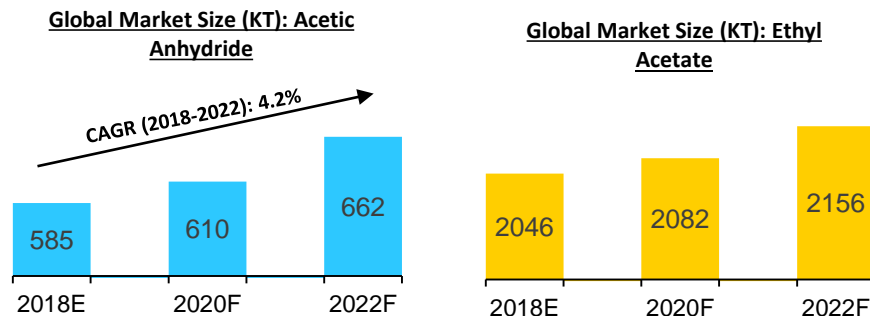
(2) - Share of addressable market for Vitamin B₃

Source: IMS Database; Trade Database, Alltech Feed Survey, Euro Monitor

Life Science Chemicals

Industry Overview

- Global Acetic Anhydride market is 585 KT in 2018 and is expected to grow at 4.2% to reach 662KT in 2022
- Global Ethyl Acetate market is 2046 KT in 2018 and is expected to grow at 2% to reach 2156KT in 2022



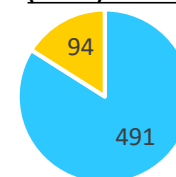
Business Overview

- Dominant player in domestic market for over 3 decades. High share in international market.
- Only organized player in domestic market, supplies to all major customers
- Leading producer of Acetic Anhydride and Ethyl Acetate, which have applications in Pharma, Agro, Drugs, Dye sectors
- Large scale ethanol producer; Ethanol used in Advanced intermediates and Life science chemicals business. One of the largest suppliers of Ethanol to OMCs under GOIs Ethanol Blending Program (EBP)
 - Strategic location in India's sugarcane belt for cost efficient raw material supply
 - Bagged new annual contract with higher volumes and prices in the EBP of GoI
- One of the lowest cost manufacturers

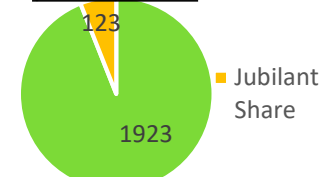
Products⁽¹⁾

Key Product	Jubilant Global Market Share ⁽¹⁾	Jubilant India Market Share ⁽¹⁾
Acetic Anhydride	16%	62%
Ethyl Acetate	6%	28%
Ethanol		4 th largest supplier in the EBP program

Global Acetic Anhydride (585KT) - 2018E



Global Ethyl Acetate (2046KT) - 2018E



Strategy

- Capacity / Product / Geographic Expansion
 - Continued capacity investment – Plan on track to commission new Acetic Anhydride plant in Q1'FY20, with annual revenues of over Rs 300 Crore
 - Expansion of exports
 - Expansion in geographies such as Europe and South East Asia to drive growth in the business
- Leverage integration and continuous improvement in manufacturing processes to drive cost efficiencies
- Leverage global sales and distribution network and reliable customer base



Jubilant Life Sciences – Key Strengths & Strategies



Jubilant Life Sciences Key Strengths



Leading Market Positions Across Business Lines, with High Barriers To Entry For Specialty Pharmaceuticals

Highlights

Entry Barriers

Specialty Pharmaceuticals

Radio pharma

- ✓ **#3** radiopharmaceuticals manufacturer in the US ⁽¹⁾
- ✓ **#2** commercial radiopharmacy network in the US ⁽¹⁾
- ✓ Specialists in lung, thyroid, bone and cardiac imaging products
 - ✓ Sole supplier with 100% market share in the US in MAA and DTPA ⁽¹⁾
 - ✓ One of the only three manufacturers of I-131 globally ⁽¹⁾
 - ✓ Received two 505(b)(2) approvals for RUBYFILL® and DraxImage® Exametazime

- ✓ Extensive regulatory and licensing requirements
- ✓ Capital intensive nature of the business
- ✓ Vertical Integration with commercial radiopharmacy business

Allergy Therapy Products

- ✓ **One of the top #3** players in the allergenic extract market in the US⁽¹⁾
- ✓ Product range of 200+ different allergenic extracts, six insect venom products and exclusive skin diagnostic testing devices
- ✓ **Sole producer and supplier** of venom products in the US⁽¹⁾

- ✓ Biotechnology products with grandfather status; new products require an NDA
- ✓ Niche US allergen extract market

CDMO

CMO

- ✓ Serves 7 out of the top 20 pharmaceuticals companies globally based on revenue⁽¹⁾
- ✓ Deep and long-term relationships with our top 10 customers
 - ✓ At least 10 years of business relationships with 6 of our top 10 customers

- ✓ Limited number of manufacturers with the requisite know-how for sterile injectables
- ✓ Proximity to customers
- ✓ Technical expertise required to develop products, obtain licensing and regulatory approvals

APIs

- ✓ One of the market leaders in the US for several key API products⁽¹⁾
 - ✓ Oxcarbazepine (global market share at c.30%)
 - ✓ Carbamazepine (global market share at c.20%) and others

Generics

Solid Dosage Formulations

- ✓ 55 products across the, US, Europe, Canada, Australia and the rest of the world⁽²⁾
- ✓ **#1** player in 3 products with over 35% share in each of the three products
- ✓ Amongst top 3 players in another 2 products
- ✓ Amongst top 5 players in another 2 products

LSI

Speciality Intermediates and Nutritional Products

- ✓ Global leadership position in Pyridines & derivatives
- ✓ Second largest producer globally in Vitamin B3
- ✓ Leader in 11 fine ingredients products

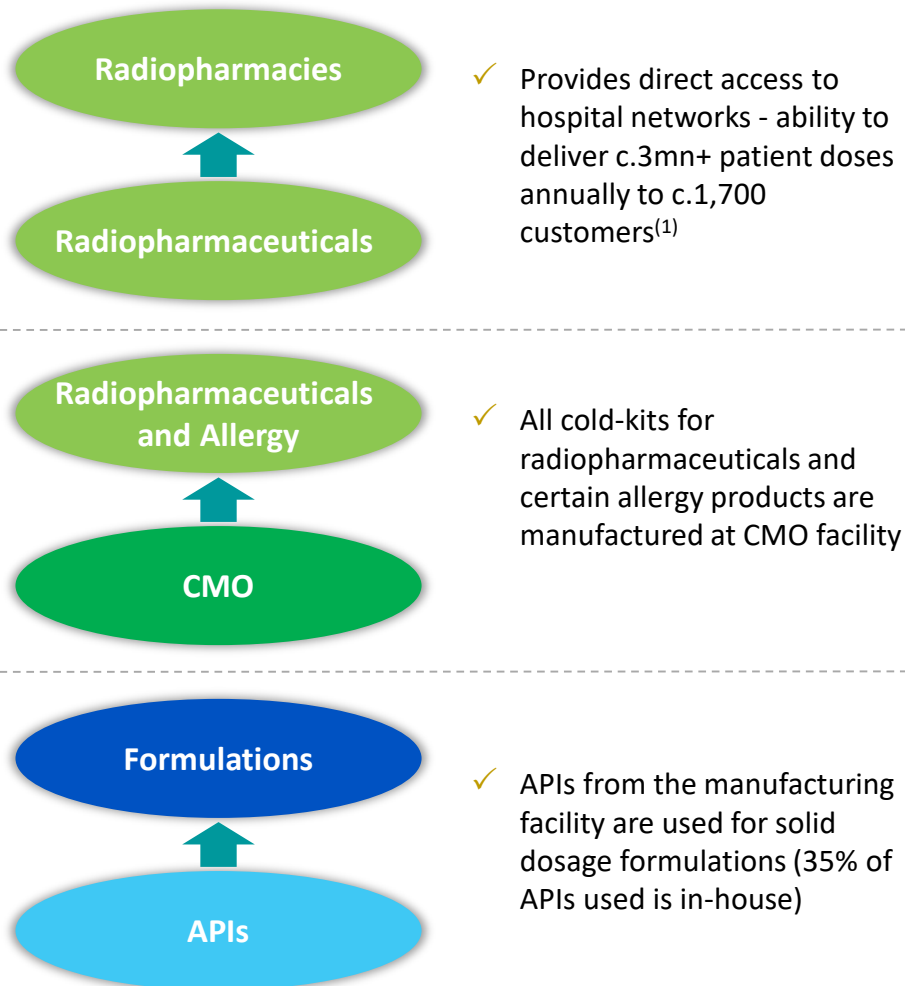
Life Science Chemicals

- ✓ Globally top 2 in Acetic Anhydride (Merchant Sales)
- ✓ Globally #7 in Ethyl Acetate
- ✓ #4 Ethanol supplier in the GOI EBP program`

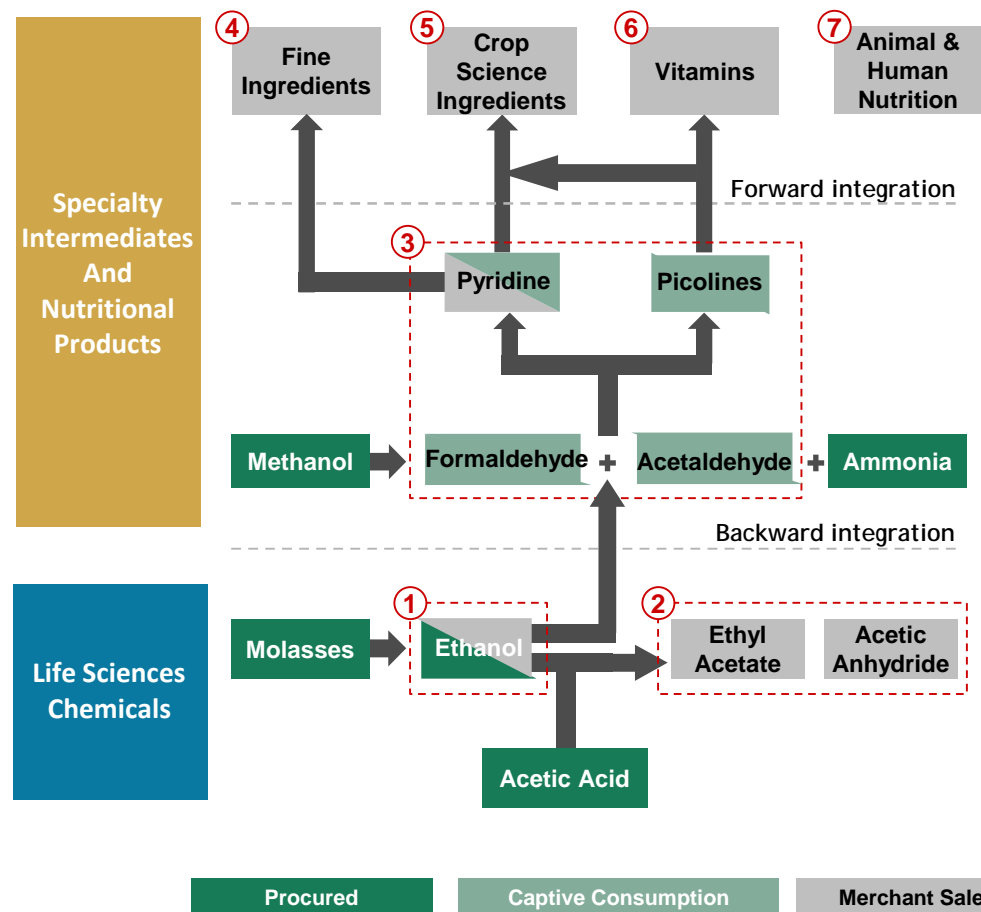
Global Competitive Edge Due to Low Cost and Vertical Integration

Vertical integration across the value chain enables cost competitive advantage resulting in higher margins

Integrated Operations...



Life Sciences Ingredients

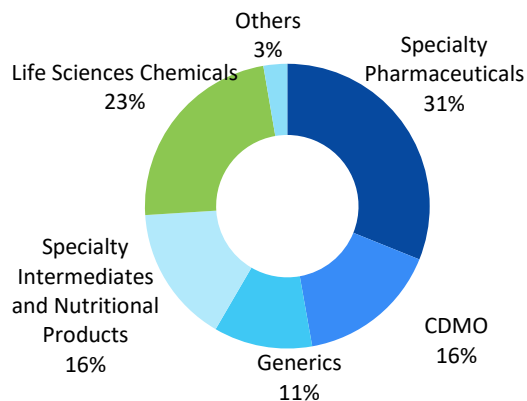


De-risked Business Model With Diverse Sources of Revenue

- ✓ *Presence in niche Specialty businesses that have high barriers to entry*
- ✓ *Diverse end-use industry segmentation in Life Science Ingredients with focus on Pharmaceutical and Agrochemical industries*
- ✓ *Presence across geographic locations enables the company to capture different market segments*

Diverse Segments

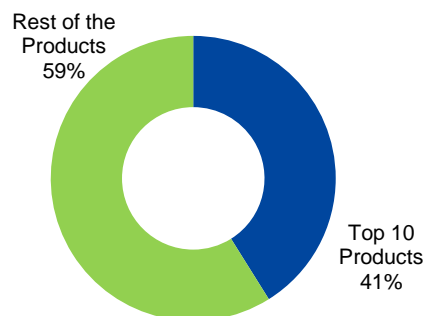
FY19 Revenue Split



- ✓ *Diverse revenue base with substantial revenue contribution from Specialty Pharma, CDMO, Generics, Life Science Chemicals and Specialty Intermediates and Nutritional Products businesses*

Diverse Products

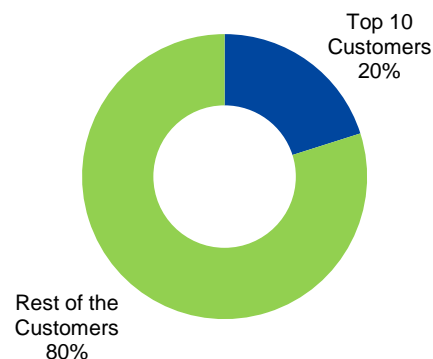
FY19 Revenue Split



- ✓ *Top 10 products account for 41% of FY19 Revenue*

Broad Customer Base

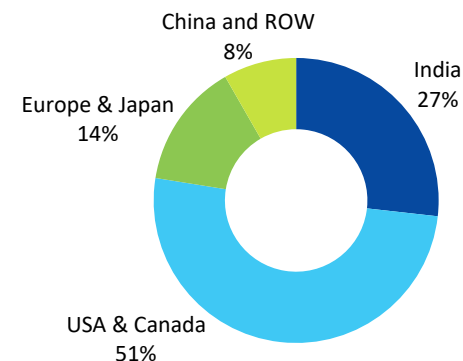
FY19 Revenue Split



- ✓ *Diversified customer base with top 10 customers accounting for only 20% of the revenue*

Broad Geographical Base

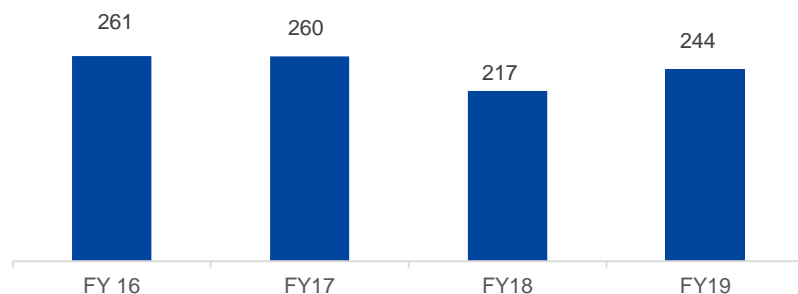
FY19 Revenue Split



- ✓ *Broad geographic base with North America and India being the major markets*

- ▶ Strong R&D capabilities demonstrated by complex and niche product filings including 505(b)(2) in radiopharma
- ▶ Strong R&D support with a dedicated workforce of more than 500 R&D professionals. Over 852 patents filed till FY19
- ▶ 42 commercial APIs, 94 US DMFs filed

Pharmaceuticals R&D Spending (Rs Cr.)



Product pipeline as on March 31, 2019

Region	Dosage (Orals)			Steriles		
	Total Filings	Approval	Pending	Total Filings	Approval	Pending
US	96	61	35	15	13	2
Canada	23	23	0	16	16	0
Europe	36	33	3	4	3	1
ROW	42	35	7	9	9	0

- ▶ Broad product portfolio of ~90 products driven by R&D capabilities and Chemistry expertise
- ▶ Strong R&D led product pipeline of over 30 products, planned to be launched over the next 3-5 years
- ▶ Expertise in a large number of chemical processes; highly equipped laboratories with advanced equipments and analytical facilities
- ▶ Over 70 scientists in the LSI business
- ▶ 4 R&D centers - Gajraula, Noida, Ambernath & Bharuch
- ▶ 147 patents filed till FY19

Life Science Ingredients (LSI) – Product Pipeline / New Launches

#	Till March 31, 2018	New Launches FY19	Total
Specialty Intermediates	55	6	61
Nutritional Products	22	1	23
Life Science Chemicals	7	0	7
Total	84	7	91

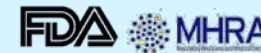
Spokane, Washington, USA

- Contract manufacturing of Sterile injectable and Allergy therapy



Roorkee, Uttarakhand

- Generics manufacturing



Gajraula, Uttar Pradesh

- Largest integrated facility of Specialty Intermediates and Life Science Chemicals

Samlaya, Gujarat

- Animal Nutrition Products

Bharuch, Gujarat

- SEZ for Vitamins and Specialty Intermediates

Ambarnath, Maharashtra

- Specialty Intermediates

Nira, Maharashtra

- Life Sciences Chemicals

Nanjangud, Karnataka

- API manufacturing



Montreal, Canada

- Radiopharmaceuticals
- Contract Manufacturing of Sterile Injectables and non-Sterile Products



Salisbury, Maryland, USA

- Solid Dosage Formulations (Tablets & Capsules)



Facility

Last Inspection

Montreal, CMO	May, 2018
Montreal, JDI	Sep, 2017
Salisbury	May, 2018
Spokane	Oct, 2018
Roorkee	Aug, 2018
Nanjangud	Dec, 2018



Pharmaceuticals Manufacturing Facilities



Life Science Manufacturing Facilities

4 USFDA approved manufacturing facilities in North America and 2 USFDA approved manufacturing facilities in India. 5 state-of-the-art Life Science Ingredients manufacturing facilities in India

Experienced Management team with high standards of corporate governance



Shyam S Bhartia
Chairman
39 industry years in pharma, specialty chemicals, foods, oil and gas, aerospace and IT



Hari S Bhartia
Co-Chairman & Managing Director
33 industry years in pharma, specialty chemicals, foods, oil and gas, aerospace and IT



R Sankaraiah
Executive Director – Finance
32 years Exp.



Ajay Khanna
Chief - Strategic & Public Affairs
37 years Exp.

Pharmaceuticals



Pramod Yadav, CEO - Jubilant Pharma
29 years of Industry Experience

Life Sciences Ingredients



Rajesh Srivastava, CEO – Life Sciences Ingredients
29 years of Industry Experience

Others



Marcel J Velterop,
President - Drug Discovery Solutions
28 years of Industry Experience

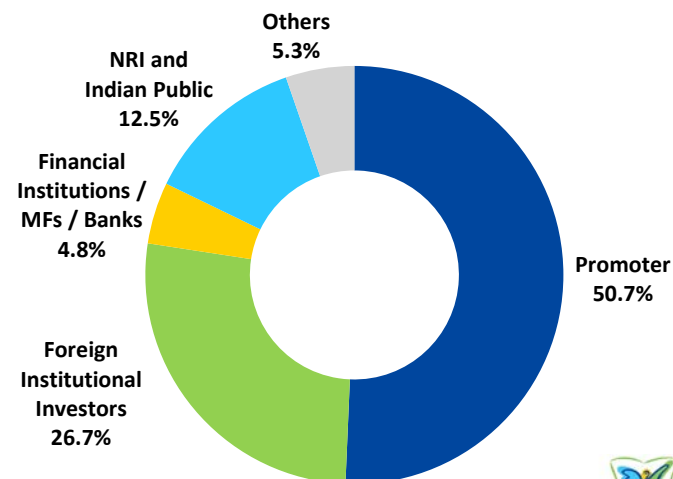


Samit Srivastava,
Business Head - India Branded Pharmaceuticals
18 years of Industry Experience

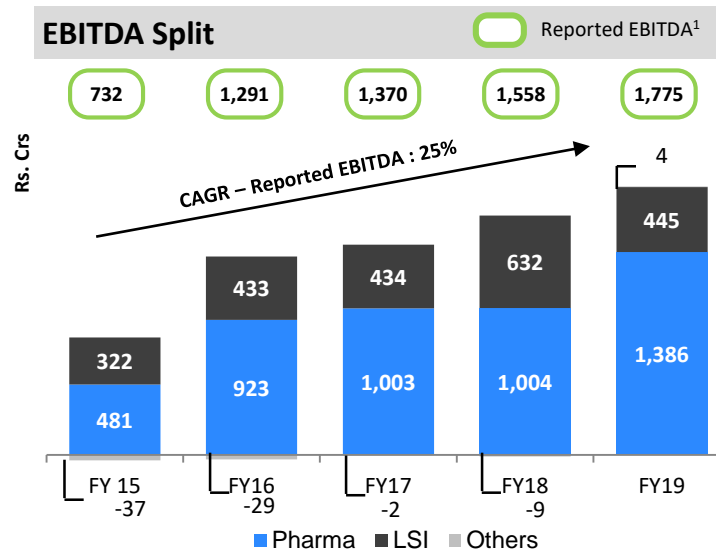
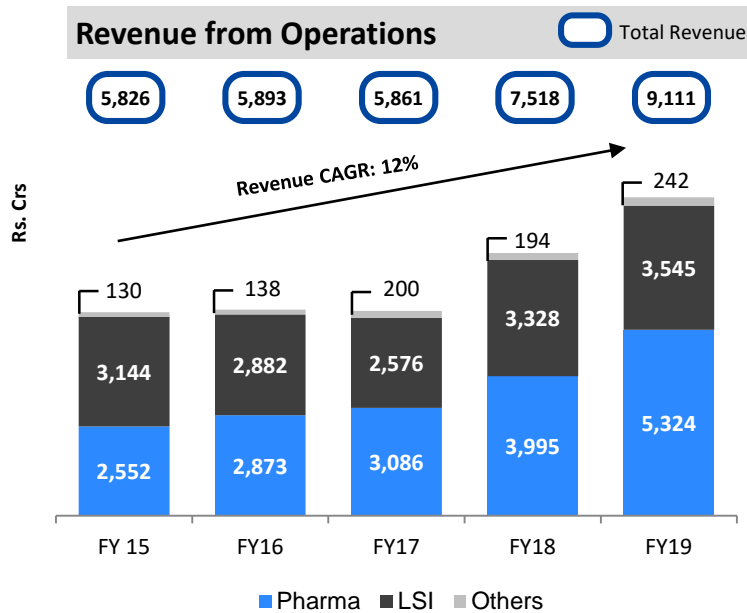
Jubilant Vision

- ✓ To acquire and maintain global leadership position in chosen areas of businesses
- ✓ To continuously create new opportunities for growth in our strategic businesses
- ✓ To be among the top 10 most admired companies to work for
- ✓ To continuously achieve a return on capital of at least 10 points higher than the cost of capital

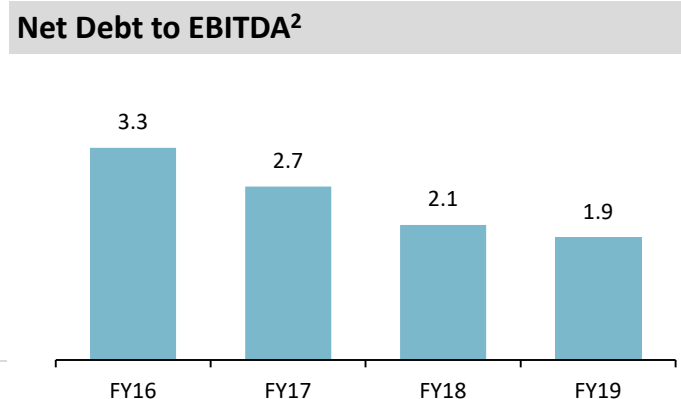
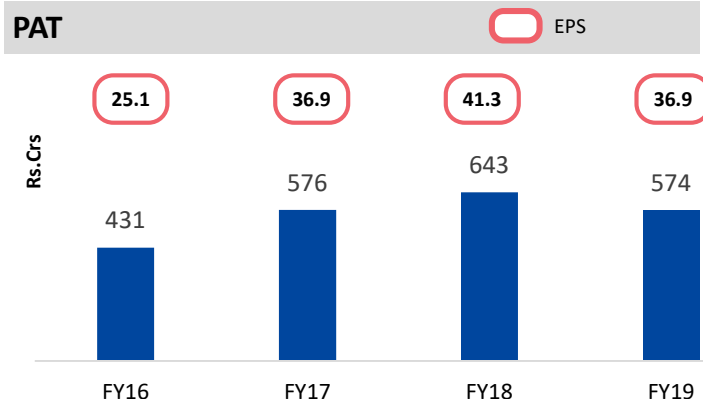
Shareholding Structure



Demonstrated Financial Track Record with Strong Revenue Growth and Attractive Profitability Profile



Margins	FY 15	FY 16	FY 17	FY 18	FY 19
Pharma	18.9%	32.1%	32.5%	25.1%	26.0%
LSI	10.2%	15.0%	16.8%	19.0%	12.6%
Reported	12.6%	21.9%	23.4%	20.7%	19.5%



- ✓ Revenue increased at a CAGR of 12% over FY15-19 and EBITDA increased at a CAGR of 25% over the same period
- ✓ Reported EBITDA up 14% YoY to Rs 1775 Crore. Adjusted EBITDA after one-time expenses at Rs 1,932 Crore up 17% YoY
- ✓ Increase in revenue and EBITDA attributable to increasing share of high margin Pharmaceuticals segment
- ✓ Pharma margins at 26% in FY19 and 25.1% in FY18 including Triad
 - Specialty Pharmaceuticals margin at 27.6% in FY19 as against 36.7% in FY18
 - CDMO margin at 31.4% in FY19 vs. 24.4% in FY18
 - Generics margin at 14% in FY19 vs. -2.5% in FY18
- ✓ PAT at Rs 574 Crore in FY19 vs Rs 643 Crore in FY18. Normalised PAT³ at Rs 855 Crore as compared to Rs 714 Crore in FY18
- ✓ Net Debt / EBITDA down to 1.9x as on 31 Mar 2019 from 3.3x as on March 31, 2016

1. Reported EBITDA is after Corporate Expenses
 2. Others Segment includes the Drug Discovery Solutions and India Branded Businesses
 3. Normalised PAT is before exceptional items of stock settlement charge of Rs 280 Cr on IFC convertible loan due to one time settlement in FY 19 and one time product development amortization charge of Rs 91 Cr in FY18

Growth Strategies and Plans

1

Continue to strengthen leadership positions in key business segments

- **Radiopharma:** Achieve market leadership by leveraging leadership in existing products and broad distribution network along with expansion of our product portfolio through launch of niche and differentiated products
- **Allergy:** Continue to drive growth and profitability through our strong customer commitment to be the partner-of-choice in the US allergy market and leveraging the strong brand recognition of the “HollisterStier” brand
- **CMO:** Strengthen industry position through “first time right” customer service and identifying new customer targets for ampoules, semi-solids and non-sterile liquids
- **APIs:** Focused on product selection and cost optimization, to continue to be a preferred supplier to our customers
- **Formulations:** Focus on cost leadership with increased integration in our portfolio mix and of in-house APIs and continue to expand our business into emerging markets by leveraging our existing US filings.
- **Life Science Chemicals**
 - Acetyls: Expand our market share globally of Acetic Anhydride by expanding capacities and maximize Ethyl Acetate profitability through customer and market prioritization
 - Ethanol: Expand our presence and market share of Ethanol to OMCs in domestic market
- **Specialty Intermediates**
 - Retain top 2 global position in Pyridine & Picolines business
 - New products development and launch to improve ROCE of FI & CSI business
 - Expand CDMO business offering products from cGMP facilities to global Pharma Innovator customers
- **Nutritional Products**
 - Retain top 2 global position in Vitamin B3 with focus on feed, human nutrition and personal care industries; Expand Niacin business also
 - Expand & Retain leadership position in Vit B4 (Choline Chloride) in domestic market. Expand Animal and Human Nutrition product portfolio

2

Be closer to the customer to provide high quality products and services

- **Current Platform:** Approximately 70% of our assets are in North America which account for 80% total revenue from operations (Pharma Segment)
- **Targets:** Leverage the insights gained from successfully bringing products in North American market to launch products in other markets



JUBILANT
LIFE SCIENCES



Growth Strategies and Plans

3

Develop a diverse product and service portfolio through differentiated and complex offerings

- **Specialty Pharmaceuticals Focus:** Develop differentiated products in the radiopharmaceuticals and specialty injectables segments catering to the North American market
- **CDMO Focus:** Focus on driving growth through capacity expansion in CMO business and new filings in the API business
- **Generics Focus:** Focus on developing complex products with limited competition and to file products that can be integrated with our in-house API manufacturing
- **Life Science Chemicals Focus:** Expand to new chemistry platform of Diketene, Capacity enhancement of Acetic Anhydride and expand customer base in global markets
- **Specialty Intermediates Focus:** Focus on developing new products using existing assets, Expand customer base for CDMO and establish agro active business
- **Nutritional Products Focus –** Productivity & Profitability improvement, Expansion into new segments like encapsulated products and develop food ingredients portfolio

4

Offer an integrated business model that provides products and services which are cost-effective

- **Cost Competitive API Manufacturing:** Continue to increase share of solid dosage formulations manufactured with in-house APIs
- **Vertical Integration:** Leverage network of radiopharmacies to distribute radiopharmaceutical products
- **Operational Efficiency:** Leveraging capabilities across an expanded revenue base thereby gaining scale in operations
- **Cost Competitive Manufacturing in LSI:** Continue to increase share of chemicals manufactured
- **Leverage vertical Integration in LSI:** Leverage integration from basic feed-stock to drive growth
- **Operational Efficiency in LSI:** Leveraging capabilities across an expanded revenue base thereby gaining scale in operations

5

Continue to pursue strategic acquisitions to further consolidate leadership positions and accelerate growth

- **Potential Future Acquisition Areas:**
 - Radiopharmacy sales and distribution network in the US and Canada
 - Manufacturing capacity and capabilities to further strengthen the radiopharmaceutical portfolio focused on the North American market
 - Manufacturing sites in India to support Dosage and API businesses





Appendix



Jubilant Life Science Q4/12M'FY19 – Financial Snapshot

Particulars	Q4 FY 18	Q4 FY19	YoY Growth	12M FY18	12M FY19	YoY Growth
	(Rs Crs)		(%)	(Rs Crs)		(%)
Total Revenue from Operations (Net of Excise)	2252	2386	6%	7518	9111	21%
Pharmaceuticals	1233	1399	13%	3995	5324	33%
Life Science Ingredients	968	912	(6%)	3328	3545	7%
Others	51	74	45%	194	242	24%
Total Expenditure	1794	2028	13%	5999	7372	23%
Other Income	23	(7)	-	40	36	(11%)
Segment EBITDA	496	385	(22%)	1627	1835	13%
Pharmaceuticals	304	287	(5%)	1004	1386	38%
Life Science Ingredients	187	101	(46%)	632	445	(30%)
Others	5	(3)	-	(9)	4	-
Corporate (Expenses)/Income	(15)	(34)	125%	(69)	(60)	(12%)
Reported EBITDA	481	351	(27%)	1558	1775	14%
Depreciation and Amortization (Incl. One Time Charge)	182	95	(48%)	415	371	(11%)
Finance Cost	72	62	(15%)	284	220	(23%)
Profit before Tax	227	195	(14%)	859	1184	38%
Exceptional Item	0	(235)	-	0	(280)	-
Profit before Tax (after Exceptional Items)	227	(40)	-	859	904	5%
Tax Expenses (Net)	74	61	(18%)	225	327	45%
Minority Interest	(2)	(1)	-	(8)	3	-
PAT	155	(99)	-	643	574	(11%)
Normalised PAT	226	135	(40%)	714	855	20%
Earnings Per Share - Face Value Re. 1 (Rs.)	9.9	(6.4)	-	41.2	36.9	(11%)
Normalised Earnings Per Share - Face Value Re. 1 (Rs.)	14.5	8.5	(41%)	45.9	53.7	17.0%
Segment EBITDA Margins	22.0%	16.1%		21.6%	20.1%	
Pharmaceuticals	24.6%	20.5%		25.1%	26.0%	
Life Science Ingredients	19.3%	11.0%		19.0%	12.6%	
Others	9.4%	(3.5%)		(4.7%)	1.8%	
Reported EBITDA Margin	21.3%	14.7%		20.7%	19.5%	
Normalised Net Margins	10.1%	5.7%		9.5%	9.4%	

Note - Pursuant to settlement of IFC convertible loan, during the quarter ended 31 March 2019, JPL has recognised current period charge under exceptional items of Rs 234.8 Crore and for the year ended of Rs 280.2 Crore.

EBITDA after One-off Adjustments

Rs Crore

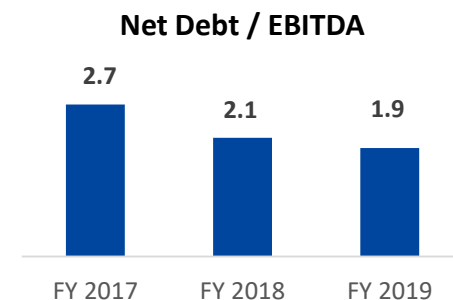
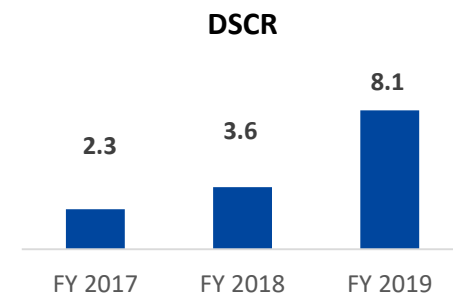
S. No.		Q4'FY18	Q4'FY19	% Change YoY	FY18	FY19	% Change YoY
1	Reported EBITDA	481	351	(27%)	1,558	1,775	14%
2	One-off Adjustments	18	103	485%	90	157	74%
3	Adjusted EBITDA	498	455	(9%)	1,649	1,932	17%
4	Reported EBITDA Margin	21.3%	14.7%		20.7%	19.5%	
5	Adjusted EBITDA Margin	22.1%	19.1%		21.9%	21.2%	

S. No.	Particulars	Q4'FY18	Q4'FY19	FY18	FY19
1	IPO Expense	1	13	2	22
2	Penalties on Non Supplies to customers	18	18	34	32
3	Litigation Expense	0	19	0	52
4	Restatement on Investments in DDDS	(6)	10	(8)	9
5	Exchange (gain)/loss on intercompany loans	(6)	6	(0)	(20)
6	Impact of High cost inventory consumption in LSI	0	37	0	40
7	Others	11	1	63	22
Total One-Off Expenses		18	103	90	157

1. 'Other' expenditure includes Triad acquisition related expenses, one-time employee related expenses, market development of Ruby-Fill etc.

Debt Profile

Particulars	31/03/18	31/03/19
Foreign Currency Loans	(\$ Mn)	(\$ Mn)
Standalone	9	0
Subsidiaries	358	500
Total	367	500
Rupee Loans	(Rs. Crs)	(Rs. Crs)
Standalone	1,007	1,341
Subsidiaries	79	61
Total	1,086	1,402
Gross Debt	(Rs. Crs)	(Rs. Crs)
Standalone	1,066	1,341
Subsidiaries	2,414	3,519
Total	3,480	4,860
Cash & Equivalent	249	1,370
Net Debt (before Fx Adjustment)	3,231	3,490
Change in debt on account of Fx rate difference from 31-March, 2018		-120
Net Debt (After Fx Adjustment)	3,231	3,370
Increase / (Decrease) in Debt		139
Closing Exchange Rate (USD/Rs.)	65.17	69.16



- Issued a 5 year rated unsecured bonds of USD 200 Mn in March 2019 with a coupon of 6% p.a.
- Fully redeemed the outstanding zero coupon convertible loan of IFC, Washington, on a one-time settlement of USD135 mn based on mutual agreement and exited from the loan conversion obligation
- Average blended interest rate for FY19 @ 6.18% - Re loans @ 8.40%, \$ loans at 4.91%
- Generated operating cash of Rs 848 Crore before Capex and product development expense of Rs 698 Crore

Corporate Actions

USD 200 Mn Bonds

- In March 2019, Company's wholly-owned subsidiary Jubilant Pharma Limited, Singapore, issued rated unsecured bonds of USD200 million. The Notes bearing interest at 6.00% per annum will mature in March 2024

IFC Loan Settlement

- In March 2019, the Company fully redeemed the outstanding zero coupon convertible loan of International Finance Corporation (IFC), Washington, on a one-time settlement of USD135 mn based on mutual agreement.
- With this all loans outstanding to IFC have been fully paid and the obligation to provide an exit to IFC by equity conversion of the convertible loan has been cancelled.
- This payment was made from the rated unsecured bonds of USD200 mn raised by JPL, Singapore.

Our Vision & Promise

OUR VISION

- To acquire and maintain global leadership position in chosen areas of businesses
- To continuously create new opportunities for growth in our strategic businesses
- To be among the top 10 most admired companies to work for
- To continuously achieve a return on invested capital of at least 10 points higher than the cost of capital

OUR PROMISE

Caring, Sharing, Growing

We will, with utmost care for the environment and society, continue to enhance value for our customers by providing innovative products and economically efficient solutions; and for our stakeholders through growth, cost effectiveness and wise investment of resources

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