



## Corporate Profile

Jubilant Life Sciences Limited, an integrated pharmaceutical and life sciences company, is the largest Custom Research and Manufacturing Services (CRAMS) player and a leading Drug Discovery and Development Solution (DDDS) provider out of India. Recently it has been ranked No. 6 amongst the Top 10 global contract manufacturing & services outsourcing players of the pharmaceutical industry (*Source: UNCTAD*).

The Company provides Life Science Products and Services across the value chain, serving its customers globally with its ground presence in India, North America, Europe and China. The Company is well recognised as a 'Partner of Choice' by leading life sciences companies worldwide.

### **Our Global Leadership Positions:**

- **Globally No.1** in 10 APIs products
- **Globally No.1** in Pyridines, Beta Picolines & 14 other Pyridine derivatives - Fine Chemicals
- **Globally amongst top 10** players in Ethyl Acetate & Acetic Anhydride
- **Globally No 2** in Niacin & Niacinamide /Vitamin B3-Nutrition Ingredients
- **Globally among Top 3** in several Generic Dosage Forms
- **Leading market share positions** in Four therapeutic and imaging Nuclear Medicine products in North America
- **Leading No. 2** Allergy Therapy Company in the USA
- **Leading pharmaceutical contract manufacturer** of multiple sterile and non-sterile dosage forms in North America
- **Leadership in Integrated Drug Discovery and Development solutions** with location across India, Europe and the US.
- **Unique affordable healthcare model** operational with 165 beds, in West Bengal, India

The Company's success so far is an outcome of its strategic focus on the pharmaceuticals and life sciences industry, moving up the value chain for products and services across geographies, constantly investing in various growth platforms and promoting a culture of innovation.



Over the years, we have extended our footprint beyond India in the USA, Canada, Europe, and other countries across the globe. We have expanded our business by building capabilities internally, through strategic build outs and acquisitions, resulting in a network of 7 world class manufacturing facilities in India and 3 in North America and a team of ~6200 people across the globe with 1450 in North America, with international sales in more than 75 countries.

We offer,

## **LIFE SCIENCES PRODUCTS**

### **Life Science Ingredients**

#### **API**

- Provider of bulk drugs to generic pharma companies
- Focus on therapeutic segments - CVS, CNS, Gastro-intestinal and Anti-infectives

#### **Proprietary Products & Exclusive Synthesis**

- Custom manufacturer of advanced intermediates, innovator active ingredients & preparatory products for global pharma and agrochemical companies
- Portfolio comprises Pyridines, Picolines, Amino Pyridines, Cyano Pyridines, Chloro/Bromo/ Fluoro Pyridines and many other derivatives
- Custom manufacturing of Intermediates and NCE's on Exclusive Synthesis basis
- Service offerings include route design, process development & analytical method development

#### **Nutrition Ingredients**

- Leading provider of nutritional ingredients for pharmaceuticals, human and animal applications
- Niacin and Niacinamide (Vitamin B3)
- Choline Chloride (Vitamin B4) for Animal Nutrition; Specialty Premixes for poultry

#### **Crop Science Chemicals**

- Offers Agro Actives and Key Advanced Intermediates for the Agrochemical industry

#### **Life Science Chemicals**

- Manufactures a range of Life Sciences chemicals of Acetyl group and holds position in most of them



## Generics

### Radiopharmaceuticals

- Development, manufacture and marketing of radiopharmaceutical products for diagnostic and therapeutic use

### Allergy Therapy Products

- Major therapeutic and diagnostic extracts for allergy derived from pollens, animals and stinging insects venoms

### Solid Dosage Forms

- Provider of high quality finished dosage forms (tablets and capsules)

## LIFE SCIENCES SERVICES

### CMO - Sterile & Non Sterile Products

- CMO services for Lyophilized products, liquid fills, biologics, suspensions and WFI / diluent and clinical trial quantities
- CMO services for ointment, cream and liquid

### Drug Discovery & Development Solutions

- Providing integrated Drug Discovery and Development Solutions to global pharma and biotech companies
- Discovery Research: Target to IND, functional services, medicinal chemistry and scale up synthesis
- Clinical Research: Integrated from Phase I to Phase IV in US, Europe and India
- JV with Lilly for managing drug development from Pre-clinical to Phase II - proof of concept

### Healthcare

- Providing affordable high-quality healthcare services in West Bengal, India.

Our multi-location presence helps us get closer to our customers and serve them better with the best in class products developed most efficiently, economically and on time.

At Jubilant we are engaged in continuous improvement of our products and processes to enhance the quality of our production and cost competitiveness in order to build value for our customers. We serve our customers across the globe in over 75 countries and have strong relationships with 19 of the Top 20 Pharma companies, and 7 out of the top 10 Agrochemical companies world-wide.

### Drug Discovery and Development Solutions

The Drug Discovery and Development Services (DDDS) group is integrated across therapeutic areas of oncology, Metabolic Diseases, Central Nervous System (CNS) and Infectious Diseases. It



collaborates with global pharmaceutical companies, biotech, and academia for lead generation, preclinical & clinical drug development across various target and technology disease platforms.

The Drug Discovery and Development Services (DDDS) group within Jubilant constitutes 3 of its subsidiaries. Jubilant Biosys, Jubilant Chemsys and Jubilant Clinsys. With over 1000 highly skilled and experienced scientific and medical personnel spread across Bengaluru and Noida in India, Europe and the US, the DDDS group leverages the capabilities in emerging markets for a global outcome, accelerating the global drug development efforts.

Jubilant's talent pool is a blend of PhDs, MDs and Masters, across various disciplines, and brings a wide range of experience from global pharmaceutical companies, biotech and academia.

State-of-the-art infrastructure and enabling technologies further augment Jubilant's philosophy of creative partnering and provides all collaborators optimal outcome in managing their functional and portfolio needs. The state-of -the-art technology platforms span across in Silico Modelling, Protein Crystallography, High Throughput Screening and profiling technologies including in vivo screening technologies and parallel synthesis in the discovery area; and also extends to EDC platforms in Clinical development. Jubilant also partners with technology companies across the world in enabling cutting edge discovery and development efforts.

Jubilant's progress in diverse businesses has been made possible through the contribution of R&D for quality, non-infringing process for product development and cost reduction through process innovation.

Innovation at Jubilant is backed by strong chemistry and bio science expertise and the knowledge bank created by the Company over the years. The Company has harnessed its strengths – a strong R&D team, modern R&D facilities, command over cheap technologies and economies of scale into a synergistic organic entity, continuously creating and nurturing high quality products and technologies.

In line with our continued focus on sustainability of our business we aim at improving stakeholder value through improved eco efficient use of capital and natural resources. Our approach to sustainable development focuses on the triple bottom line of Economics, Environment and Social performance. The company is committed and working on various areas for energy conservation and climate change mitigation. Our Sustainability efforts have been reported through a Sustainability report since 2003 and our report has been rated A+ since 2007 by Global Reporting Initiative (GRI). This reflects our commitment towards sustainable development and continued efforts directed towards protecting the environment wherever we operate.

Corporate Social Responsibility is an integral part of how we conduct our business and our efforts are directed towards community development through focus on primary education, basic Healthcare Service, and Livelihood generation programs focused on improving the employability of women and local youth.

We have been recognized with several awards which bear testimony to our commitment towards operational excellence, innovation, corporate governance and social responsibility.

**Some of the recent awards are:**

- Ernst & Young Entrepreneur of the Year 2010 for Life Sciences & Consumer Products to Mr. Shyam S Bhartia and Mr. Hari S Bhartia, Jubilant Life Sciences



- FICCI Award 2009-10 for Outstanding Corporate Vision : Triple Impact – Business Performance, Social & Environmental Action and Globalization
- Jubilant's Group CFO Mr. R. Sankaraiah, is chosen as the Best CFO in the pharma and healthcare space in 2011 in All Asia Executive Team Survey by Institutional Investor
- Frost & Sullivan Award- Indian Contract Research Organization of the Year - 2011 to Jubilant Biosys Ltd
- Winner of "The Economic Times-Frost & Sullivan India Manufacturing Excellence Gold Award – Process Sector, Medium Business" for the Pyridine & Picoline Plant at Gajraula, India
  - Winner of Golden Peacock National Quality Award – 2011 in Pharmaceutical, Gajraula Plant
- Winner of Indian Chemical Council Award for Social Responsibility for the year 2010
- Winner of the DHL – CNBC TV 18 International Trade Awards 2010-11, powered by ICRA
- Among the companies with a Level 4 rating by The Karmayog Corporate Social Responsibility (CSR) Study on CSR Ratings of India's Largest 500 companies: 2009-10
- International Quality & Productivity Centre Award (2011) for the Best Innovative Continuous Improvement Project - Process Re-engineering implemented in North American Subsidiaries.
- Two Environmental Best Practices Award 2011, by CII-Sohrabji Godrej Green Business Centre, under Most Innovative Environmental Project and Most Useful Environmental Project for the Co-processing of Hazardous waste in Cement Kiln at our plant at Nanjangud, Mysore, India
- CII – EHS Award 2010 - First Place for Excellence in EH&S systems at the Nanjangud Plant , among Medium scale industries
- Safety Innovation Award 2010 by The Institution of Engineers (India) for implementing Innovative Safety Management Systems at Nanjangud Plant

We are committed to leverage innovation and our scale of operations at every step of the pharma value chain to deliver value to our stakeholders.

We are **Jubilant Life Sciences Ltd.**