Employs around 36,000 people across the globe with around 1200 in North America

- Pharmaceuticals & Life Sciences
  - An integrated global Pharmaceutical & Life Sciences Company
  - Life Science Ingredients: Life Science Chemicals, Nutritional Products Advance Intermediates and Specialty Ingredients
  - Pharmaceuticals: APIs, Solid Dosage Forms, Specialty Pharmaceuticals, Drug Discovery Solutions and India Branded Pharmaceuticals
  - Revenues FY2015: US $ 953 Mn (Rs.5,826 Crs)
  - Listed on NSE & BSE, India
  - www.jubl.com

- Agri & Polymers
  - Diversified product portfolio includes Agri products wide range of Crop Nutrition, Crop Growth and Crop protection products
  - Performance Polymers: Consumer products : Adhesives and Wood Finishes; Food Polymers and Latex : Vinyl Pyridine, SBR and NBR Latex
  - Revenue FY 2015: US $ 140 Mn (Rs. 858 Crs)
  - Listed on NSE & BSE, India
  - www.jubilantindustries.com

- Food Service (QSR)
  - A master franchise of Domino’s Pizza for India, Bangladesh, Nepal & Sri Lanka and Dunkin’ Donuts for India
  - Domino’s: 921 stores across 209 cities in India
  - Dunkin’ Donuts: 61 stores across 21 cities in India
  - Revenues FY 2015: US$ 339 Mn (Rs. 2,075 Crs)
  - Listed on NSE & BSE, India
  - www.jubilantfoodworks.com

- Oil & Gas
  - Oil and Gas exploration and production activities with operating assets portfolio in North-East India
  - 3 key blocks at different stage of life cycle
  - Producing block - Kharsang in Arunachal Pradesh
  - Appraisal and Development Blocks - Deendayal block in KG and a block in Tripura
  - Listed in AIM market, London Stock Exchange
  - www.jubilantenergy.com

- Services
  - Aerospace
    - Sole authorized Independent Representative of Bell Helicopter in India for sales, marketing and customer support.
    - Also represent other international aerospace companies.
  - Oil & Gas Services
    - Consultant to Transocean-offshore drilling company
    - Manning and Marketing services for Tidewater Marine International etc
  - www.jubilantenpro.com

- Auto
  - One of the largest Luxury Auto Retail Company in India
  - Audi Dealership - Bengaluru, Mangalore, Chennai and Pune
  - Porsche Dealership – Mumbai to cater to Maharashtra
  - Maserati Dealership- Bengaluru to cater to south India
  - www.jubilantmotorworks.com

- Jubilant Bhartia Foundation, a not for profit organisation is a social arm of Jubilant Bhartia Group
  - The foundation is engaged in community development work focusing on primary education, basic healthcare, skill development through vocational training for youth & women
  - Aims at long term sustainable social intervention by empowering communities through 4P model (Public-Private-People-Partnership)

- www.jubilantbhartiafoundation.com
Jubilant Life Sciences – An Overview

An Integrated Global Pharmaceutical & Life Sciences Company

- Providing Pharmaceutical & Life Sciences products and services across the pharmaceutical value chain
- Reputed and High Quality relationships with 19 out of the Top 20 Pharma companies and 7 out of the top 10 Agrochemical companies globally
- Low cost, multi location & vertically integrated supplier
- Employs around 6000 people including around 900 in R&D
- Part of Jubilant Bhartia Group, with founders shareholding at 54%, as on September 30, 2015

Revenue Mix by Geography
US $ 953 Mn (Rs 5,826 Crs)

- International 71%
- Domestic 29%
# Businesses

## Life Science Ingredients
- **54%**
- ($514 mn, EBIDTA:10.2%)

### Advance Intermediates & Nutritional Products
- Advance Intermediates
- Vitamins
- Animal Nutrition
- Ethanol

### Specialty Ingredients & Life Science Chemicals
- Fine Ingredients (Pharma & Others)
- Crop Science Ingredients
- Life Science Chemicals (Acetyl)s
- External Manufacturing

## Pharmaceuticals
- **46%**
- ($438 mn, EBIDTA:16.6%)

### Generics
- Active Pharmaceutical Ingredients
- Solid Dosage Formulations

### Specialty Pharmaceuticals (Sterile Products)
- CMO Sterile Injectables
- Allergy Therapy Products
- Radiopharmaceuticals

### Drug Discovery Solutions (DDS)

### India Branded Pharmaceuticals

---
Global Footprint

Presence in India, North America, Europe and China

- Kirkland, Quebec, Canada
  USFDA approved facility for Radiopharmaceuticals and Contract manufacturing Sterile Injectables
- Spokane, Washington, USA
  USFDA approved facility for Allergy Therapy Products and Contract manufacturing of Sterile injectables
- Malvern, Pennsylvania, USA
  Drug Discovery Solutions Office
- Salisbury, Maryland, USA
  USFDA approved facility for Generics
- Yardley, Pennsylvania, USA
  Jubilant Life Sciences - Marketing Office
- Merelbeke, Belgium
  Generic Marketing
- Shanghai, China
  Marketing Office
- Greater Noida, Uttar Pradesh
  Corporate Office & R&D Centres
- Roorkee, Uttarakhand
  UKMHR, USFDA, PMDA, ANVISA approved facility for Generics
- Nanjangud, Karnataka
  USFDA, AFSSAPS and PMDA approved APIs manufacturing facility
- Noida, Uttar Pradesh
  Corporate Office & R&D Centres
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Servicing customers in over 100 countries

- Nanjangud, Karnataka
  USFDA, AFSSAPS and PMDA approved APIs manufacturing facility

Note: This illustration is not exhaustive. This illustration is not to scale

~ 50% assets in North America
Jubilant’s approach to sustainable development focuses on the triple bottom line of Economic, Environmental and Social Performance.

**Green Jubilant**
- Uses Biogenic raw material to reduce product carbon footprint. (Molasses & press mud constitute 41% of major raw material in 2014-15)
- 5% of total direct energy is from renewable source (biomass/ biogas/ biodiesel)
- Emphasizes on Reduce, Recycle & Reuse for water conservation - 38% of total fly ash generated reused in cement and brick kiln
- Optimization of hazardous waste disposal cost achieved through reduced in-house incineration and increased co-processing

**Safe Jubilant**
- Safety of employee is of utmost concern & is integral part of daily activity
- Behavioral based safety campaign introduced in 2013 to migrate from “safety a priority to safety as a value”
- Concerned about community and transporter safety. Nischay – Extended safety management program on Transporters Safety conducted at 3 sites in FY 14 -15
- Follows Global Harmonised System (GHS) for product labelling & comply with REACH requirement and certified under FSSC 22000, FAMI – QS, KOSHER for relevant products

**Responsible Jubilant**
- Committed to serve the society through products and services while maintaining harmony with the Environment
- Community services covering 65 villages and benefiting around 4.00 lakhs populations through its social interventions
- Social Interventions directed at empowering communities through:
  - Promoting elementary education
  - Improving health indices Escalating Employability & Enabling a conducive environment for social entrepreneurship
  - Establishing Food and Agri. Centre for Excellence to leverage technology to improve productivity and environmental footprint of agriculture
  - Partnerships with national & International NGOs like WHO, UNDP, WEF etc.
Jubilant Bhartia Foundation

• A not for profit organization, established in 2007 is responsible for conceptualization and implementation for CSR for the company

• **Vision:** To bring progressive social change through strategic multi-stakeholder partnership

• **Mission:** Develop multi-stakeholder sustainable models to bring about ‘social change’ involving knowledge generation & sharing, experiential learning and entrepreneurial ecosystem

• Community initiatives aligned to focus on the Millennium Development Goals (MDGs)

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**Education**

• Reaching out to 13,000 students of govt. primary schools.

• Enhancing quality of education

• Pratibha Puraskar scholarship for continuing secondary school education

**Improving health**

• Providing Basic Health Care through Mobile/Static Clinic to a population of 4.00 lacs

**Escalating employability**

Skill Development program through Vocational Training Centres (VTC) run by social entrepreneurs for training 2500 youth every year.

**Social Entrepreneurship**

• Social Entrepreneur of the Year India Awards - The Jubilant Bhartia Foundation (JBF) with the Schwab Foundation for Social Entrepreneurship recognize and award exceptional individuals in Social Business

**FACE- Centre for Excellence**

• An initiative between CII and Jubilant Bhartia to build capacity while leveraging technology and innovation to improve productivity and the environmental footprint of agriculture.

**Employee Engagement**

• Provide an opportunity to employees to engage in & support social activities organized by Jubilant Bhartia Foundation
## Leadership Positions

### Life Science Ingredients

#### Advance Intermediates
- **Globally No.1** in Pyridine & Beta Picoline

#### Fine Ingredients
- **Globally No.1** in 11 Pyridine Derivatives

#### Nutrition Ingredients
- **Globally No.2** in Niacin & Niacinamide

### Pharmaceuticals

#### APIs
- **Globally No.1** in 4 APIs; and ranked among Top 3 in 3 APIs

#### Generics
- **No.1 in US** in 3 products; and ranked among Top 3 in 5 products

#### Radiopharmaceuticals
- **No.1 in North America** in 3 Nuclear Medicine products

#### Allergy Immunotherapy
- Ranked among Top 3 suppliers in North America

#### Acetyls
- **Globally No. 4** in Acetic Anhydride & **No.7** in Ethyl Acetate
# Manufacturing Strengths

<table>
<thead>
<tr>
<th>Life Science Ingredients (LSI)</th>
<th>Pharmaceuticals</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Gajraula, Uttar Pradesh</strong></td>
<td><strong>Nanjangud, Karnataka</strong></td>
</tr>
<tr>
<td>• 463 acres; Largest integrated facility in the world for Advance Intermediates, Fine Ingredients, Crop Science Ingredients and Life Science Chemicals</td>
<td>• 69 acres; Active Pharmaceutical Ingredients (APIs)</td>
</tr>
<tr>
<td><strong>Bharuch, Gujarat</strong></td>
<td><strong>Roorkee, Uttarakhand</strong></td>
</tr>
<tr>
<td>• 265 acres SEZ +50 DTA; Fine Ingredients, Crop Science Ingredients, Vitamin B3</td>
<td>• 22 acres; Generics, Dosage- Formulations (Tablets and capsules)</td>
</tr>
<tr>
<td><strong>Nira, Maharashtra</strong></td>
<td><strong>Salisbury, Maryland, USA</strong></td>
</tr>
<tr>
<td>• 168 acres; Life Science Chemicals</td>
<td>• Dosage Formulations (Tablets and capsules)</td>
</tr>
<tr>
<td><strong>Samlaya, Gujarat</strong></td>
<td><strong>Spokane, Washington, USA</strong></td>
</tr>
<tr>
<td>• 90 acres; Nutrition Ingredients, and Crop Science Ingredients</td>
<td>• Contract Manufacturing of sterile injectables and Allergy Therapy Products</td>
</tr>
<tr>
<td><strong>Ambernath, Maharashtra</strong></td>
<td><strong>Montreal, Quebec, Canada</strong></td>
</tr>
<tr>
<td>• 3.5 acres; Fine Ingredients, Custom Manufacturing – Crop Science Ingredients</td>
<td>• Radiopharmaceuticals and Contract Manufacturing of Sterile Injectables</td>
</tr>
</tbody>
</table>

State of the art plants with ISO 9001, ISO 14001 & OHSAS 18001 certification

Approved by leading regulatory bodies like US FDA, UK MHRA, ANVISA Brazil, PMDA Japan, AFSSAPS France
Product Integration

Backward integration of the raw material led to global leadership position in Pyridines, Piperidines & their derivatives

Life Science Chemicals SBU
- Acetic Acid
- Mono Chloro Acetic Acid
- Acetic Anhydride
- Ethyl Acetate

Advance Intermediates SBU
- Pyridine
- Piperidine
- Alpha,Beta&Gamma Picolines
- 2, 3 & 4- Cyanopyridines

Vitamins SBU
- Niacin and Niacinamide

Fine Ingredients (Pharma & Others) SBU
(Pyridine & Piperidine Derivatives for Pharma & other industries 40 commercial products ) + (Custom Res & Mfg projects) + (Antimicrobial products like Pyrithiones)
- Lutidines & Collidines
- Aminopyridines
- Pyridine Quart Salts
- Pyridine Carboxylic Acids & Esters
- Pyridine Aldehydes
- Aminomethyl & Hydroxylmethyl Pyridines
- Chloro & Dichloropyridines

Crop Science Ingredients SBU
(Pyridine Derivatives for Agro Companies) + (Custom Research & Manufacturing projects)
- 2,3,5,6 - Tetra Chloro Pyridine (Symtet)
- 2,3,4,5,6 – Penta Chloro Pyridine (PCP)
- 2,3- Di Chloro Pyridine
- 5-Chloro-2,3-Difluoro Pyridine (CDFP)
- Chlormequat Chloride (Plant Growth regulator)

Jubilant saves a significant amount of Green House Gas emissions by using Ethanol (Bio route) as the primary feedstock for the manufacture of Pyridine and its derivatives which otherwise is manufactured using petroleum feedstock by others.
R&D - Culture of Innovation

**Infrastructure**

- State-of-the-art, GLP compliant R&D facilities
- 1000+ strong R&D team across 8 locations globally

**Strengths**

- Expertise in development of non-infringing processes
- Strong IPR and Regulatory Affairs
- High skill and low cost operation
- Large number of process patent applications filed
- Ability to do specialized formulations

Providing innovative products and economically efficient solutions
### Innovation & Continuous Improvement

**Culture of Innovation**

- Expertise in development of non-infringing processes for APIs and Dosage forms
- Strong IPR and Regulatory Affairs
- High skill and low cost operation
- Large number of process patent applications filed
- Three-platform technologies developed for taste masking, orally disintegrating, and delayed release
- Ability to do specialized formulations and design equipments for radiopharmaceuticals

**Continuous cost improvements**

- Improvement in efficiency norms
- World class supply chain management leading to reduced working capital
- Operational improvement through employee participation
- Investment in R&D for new product/process development
- Capacity increase through de-bottlenecking

Providing innovative products and economically efficient solutions
Business Excellence Continuous Improvement
Culture & Quality

Manufacturing Excellence

Lean management & Six Sigma
- Removing process inefficiencies and improve cost effectiveness.
- Addressing process variation
- Alignment to customer requirement
- Improve plant effectiveness & asset utilization through Total Productive Maintenance (TPM)
- Kaizen for employee engagement at shop floor level

Design Excellence

Quality by Design (QbD)
- Strengthen development capability by exploring complete design space and target Right First Time

Customer Excellence

Stage Gate Deployment
- Effective time and cost management for customer’s new product development projects

Customer dashboard & forecasting
- Analytics for better business decision making and forecasting accuracy

- Master Black Belts - 3
- Black Belts - 35
- Green Belts - 998
- Yellow Belts: Part of induction program for all new joinees

Black Belts Projects
- 2010 - 106
- 2011 - 113
- 2012 - 117
- 2013 - 130
- 2014 - 138
- 2015 - 175
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 VALUES

- INSPIRE CONFIDENCE
- ALWAYS STRETCH
- NURTURE INNOVATION
- EXCELLENT QUALITY
Our Promise

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.

Thank You

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