



JUBILANT BHARTIA

Caring, Sharing, Growing



JUBILANT BHARTIA GROUP

www.jubilantbhartia.com

Jubilant Bhartia Group - Snapshot



Employs around 37,000 people across the globe with around 1,200 in North America

www.jubilantbhartia.com



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: 1004 stores across 230 cities in India

Dunkin' Donuts: 70 stores across 24 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

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



- Established in 2013
- Engaged in retailing of ready to use fresh produce like: premium cut fruits, ready to cook portioned vegetables and gourmet salads
- Eminent among quick service restaurant chains, hotels, restaurants, variety of organized retailers and e-commerce networks



- 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

Leadership positions in chosen area of businesses

Jubilant Life Sciences

- Globally No. 1 in Pyridines & Beta Picolines
- Globally No. 1 in four APIs
- No. 1 in Generics in US in three products
- No. 1 in North America in three nuclear medicine products

Jubilant Industries

- No. 1 in India for Vinyl Pyridine Latex
- No.1 in India for Food Polymers

Jubilant FoodWorks

- India's largest food service company, with a network of 1004 Domino's Pizza restaurants across 230 cities (as of February 11, 2016)
- Market leader in the chained pizza market with 72%+ market share in India

Jubilant MotorWorks

- One of the largest Luxury Auto Retail Company in India - dealership for Audi Porsche and Maserati



Our Vision, Values & 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

OUR VALUES





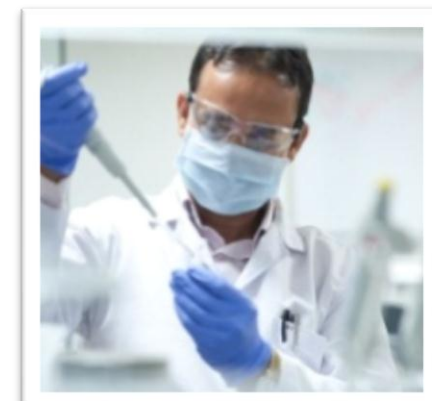
PHARMACEUTICAL & LIFE SCIENCES

www.jubl.com

Jubilant Life Sciences – Overview



- An integrated global Pharmaceutical & Life Sciences Company, backed by our three decade long expertise in Pyridine chemistry
- ‘Partner of Choice’ to global life sciences companies
- Reputed and High Quality relationships with 19 out of the top 20 Pharma companies, and 7 out of the top 10 Agrochemical companies globally
- Present in India, Singapore, North America, Europe and China
- International sales in over 100 countries
- Employs around 6,100 people including ~900 in R&D and ~1,200 in North America
- World class manufacturing facilities - 7 in India and 5 in North America
- Corporate Office and R&D Centres in Noida, India
- State-of-the-art Discovery Centre in Bengaluru, India

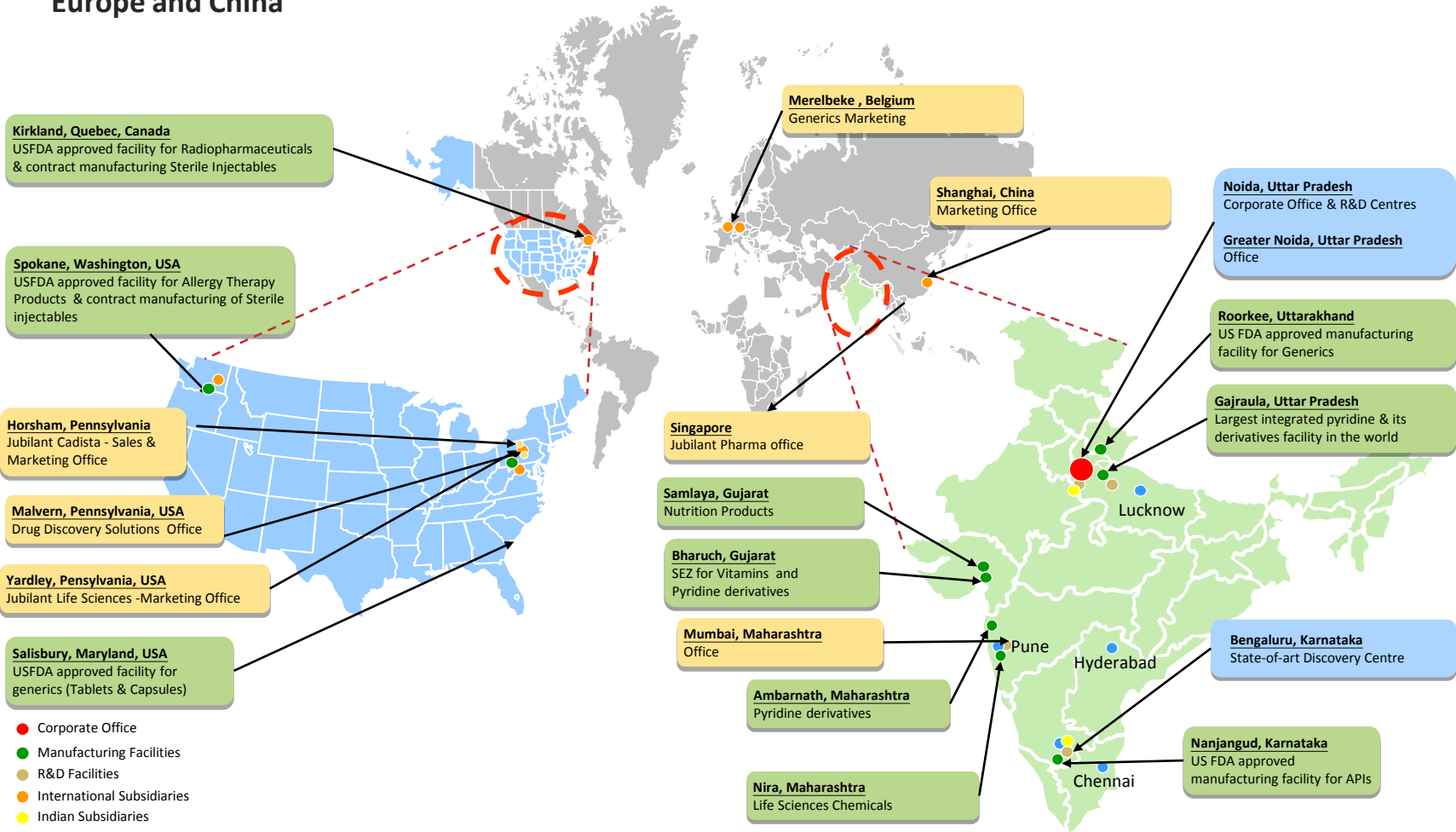


Global Presence



Presence in India, North America, Europe and China

Servicing customers in over 100 countries



~ 50% assets in North America

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

Jubilant's approach to sustainable development focuses on the triple bottom line of Economic, Environmental and Social Performance

- Founding Member of GRI's Sustainability and Transparency Consortium in the Chemical Sector - 2014
- Sustainability Reports: GRI G3.1 A+ level & GRI Check, since 2007
- Signatory to UNGC since 2010
- Voluntarily participating in Carbon Disclosure Project (CDP) since 2010
- Signatory to ICC Responsible Care (initiative of Indian Chemical Council)



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

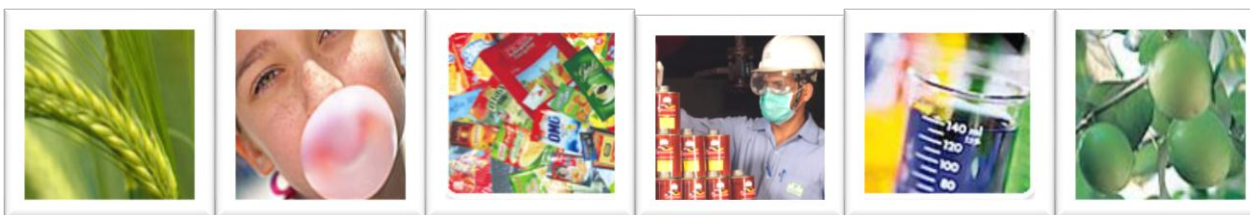
- Safety of employee is of utmost concern & is integral part of daily activity
- Behavioral based safety campaign introduced in 2013 to migrate from "safety a priority to safety as a value"
- Concerned about community and transporter safety. Nischay – Extended safety management program on Transporters 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 INDUSTRIES



AGRI & POLYMERS

www.jubilantindustries.com

Jubilant Industries – Overview



- A well diversified company with product portfolio of Agri and Performance Polymers
- Product portfolio includes:
 - Crop Nutrition, Crop Growth and Crop Protection Products
 - Performance Polymers products comprising consumer products like Adhesives, Wood Finishes
 - Food Polymers such as Poly Vinyl Acetate
 - Latex such as Vinyl Pyridine, SBR and NBR latex
- Jubilant ranks No. 1 in India and is No. 2 globally, for manufacturing VP Latex (Vinyl Pyridine Latex) used in dipping of automobile tyre cord and conveyor belt fabric.
- Jubilant is one of the three major global suppliers of Polyvinyl Acetate (PVA). PVA is the major raw material for making gum base for chewing gum and bubble gum
- 5 Manufacturing locations in India: Gajraula, Kapasan, Nira, Samlaya and Sahibabad
- Corporate Office and R&D Centres in Noida, India
- Strong team of over 700 people





JUBILANT FOODWORKS



www.jubilantfoodworks.com

Jubilant FoodWorks - Overview



- Jubilant FoodWorks Limited is the largest Food Service (QSR) Company, first Restaurant operated in India in March 1996
- Franchisee with **Domino's Pizza** provides exclusive right to open its restaurants in India, Sri Lanka, Bangladesh and Nepal
- Alliance with **Dunkin' Donuts** provides exclusivity to operate and develop its restaurants in India
- Well poised to address two distinct non competing segments of the Food Service Industry in India, namely the home delivery of Pizza's market and the dine-in food Cafe & all day snacking market
- Market leader in the chained pizza market with ~ 72% market share in India (as per Euro Monitor Consumer Food Service Report, 2015)
- 9 Commissaries in Bengaluru , Guwahati , Hyderabad , Kolkata, Nagpur , Mumbai, Mohali, and Noida
- Engaged and motivated team of over 30,000 employees



- India's largest Food Service Company with 1004 Stores across 230 cities in India (as of February 11, 2016)
- India is currently the biggest market for Domino's Pizza outside the United States
- In August 2011, launched its operations in Sri Lanka and there are 15 Restaurants
- Differentiated brand USP – '30 minutes or free service guarantee'
- Striking an emotional chord with consumers through its campaigns included 'Hungry Kya?', 'Khushiyan ki Home Delivery' and the latest one 'Yeh Hai Rishton Ka Time'
- Robust supply chain capability, network of large and small commissaries across India supplying raw material to all stores

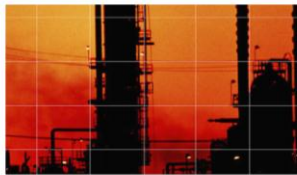


- An exclusive Master Franchisee agreement for India with Dunkin' Donuts Franchising LLC, world's leading baked goods & coffee chain
- In India, Dunkin' Donuts has range of products catering to the Indian palette yet retaining Dunkin's original character and charm
- 70 Dunkin' Donuts stores across 24 cities opened since April 2012, in India (as on February 11, 2016)
- Launched the “Get your Mojo Back” positioning, focused on the urban youth consumer and aimed to get Dunkin' Donuts better placed in the sweet spot between the QSR and the Café market





JUBILANT ENERGY



OIL & GAS

www.jubilantenergy.com

Jubilant Energy - Overview

- A 20 year old Company, engaged in oil and gas exploration and production activities with operating assets portfolio in North-East India
- Presence as a non-operator in Cambay and Krishna-Godavari basin
- 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
- Joint venture partners with some of the largest State-owned Oil & Gas companies GAIL, GSPC, HPCL and Oil India





JUBILANT ENPRO



SERVICES

www.jubilantenpro.com

Jubilant Enpro - Overview

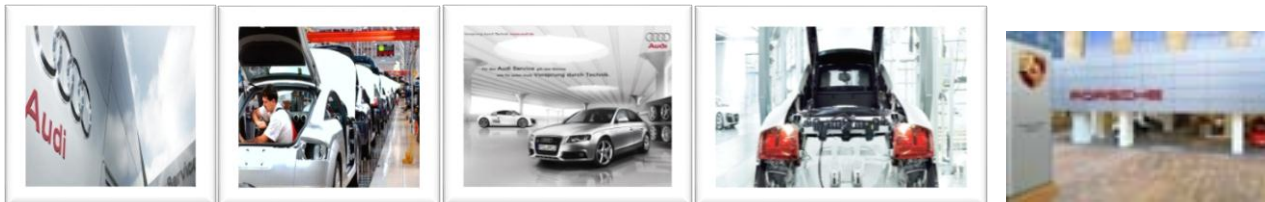
AEROSPACE

- Jubilant Enpro represents internationally reputed companies like
 - **Bell Helicopters**, exclusive representatives for sales and marketing, facilitation of after sales support, supply of spares
 - **Standard Aero**, Singapore since 1999 for Rolls Royce 250 Series engines of Bell Helicopter
 - **ST Aerospace**, Singapore since 1999
 - **Aviation Management Services**, Singapore since 2006
 - **Red Box International**, UK since 2008
- Repair and overhaul of Engines and Engine components for both Rotary and Fixed Wing aircraft
- Sales & Marketing of Rotary Wing (Helicopter) & UAS (Unmanned Aerial Vehicles & Aerostat)

OIL & GAS OFFSHORE SUPPORT SERVICES

- Marketing, Technical, Commercial, Legal and Operational support to world's largest off-shore drilling company – **Transocean**
- Exclusive Marketing representative for chartering of support **vessels** of world's largest off-shore supply vessel company – **Tidewater**
- Manning vessels of Tidewater deployed in India and also providing manpower for Tidewater's operations in West Africa and other regions (Offshore as well as shore based)





AUTO

www.jubilantmotorworks.com

Jubilant MotorWorks - Overview



PORSCHE



MASERATI

- One of the largest Luxury Auto Retail Company in India
- Started operations in 2006 as an importer of **Audi cars**, and currently partnered with Audi India and opened dealerships across Bangalore, Mangalore, Chennai and Pune
- Dealership for **Porsche cars** in Mumbai to cater to Maharashtra
- Dealership for **Maserati** in Bengaluru to cater to south India
- With a strong work force of around 450 that is dedicated towards surpassing customer expectations
- At our end we make sure we don't lag behind when it comes to offering world class services and products
- All business functions are at par with global standards





FOOD

- Established in 2013 with the core business objective to bring healthy, balanced, wholesome, safe food to consumers without compromising on taste
- Jubilant Fresh is a well known name among quick service restaurant chains, hotels, restaurants, variety of organized retailers and e-commerce networks as a provider of ready to use fresh produce
- Known for its customized solutions, on time deliveries, innovative packaging solutions for shelf life extension, competitive pricing , etc.
- Launched its own fresh produce brand **Fresh Finds** in 2014, under which premium cut fruits, ready to cook portioned vegetables and gourmet salads are retailed
- A world class ISO 22000:2005 certified facility in Noida, UP

fresh
finds





JUBILANT BHARTIA FOUNDATION



CORPORATE SOCIAL RESPONSIBILITY

www.jubilantbhartiafoundation.com

CSR through Jubilant Bhartia Foundation



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)

91 villages
reaching
4.00 Lakhs
population

Reaching
out to
13,000
Students

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



**JUBILANT
BHARTIA**

Caring, Sharing, Growing

Thank You...

Corporate Office: 1-A, Sector-16A, Noida-201301, UP, India

For more Information log on to:

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www.jubilantmotorworks.com | www.jubilantbhartiafoundation.com | www.jubilantbhartia.com

or email to: jubilantbhartia@jubl.com