



JUBILANT
LIFESCIENCES

Corporate Presentation



Jubilant Bhartia Group - Snapshot



Pharmaceuticals & Life Sciences

An integrated global Pharmaceutical & Life Sciences Company

Serves customers globally with sales in over 100 countries and ground presence in India, North America, Europe and China

Revenues FY2015:
US \$ 953 Mn (Rs.5,826 Crs)

Listed on NSE & BSE, India



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 such as Vinyl Pyridine, SBR and NBR Latex

Revenue FY 2015:
US \$ 140 Mn (Rs. 858 Crs)

Listed on NSE & BSE, India



Food Service (QSR)

A master franchise of Domino's Pizza for India, Bangladesh, Nepal & Sri Lanka and Dunkin' Donuts for India; Domino's has presence in 199 cities through 887 stores in India

56 Dunkin' Donuts stores across 20 cities opened since Apr 2012, in India

Revenues FY 2015:
US\$ 339 Mn (Rs. 2,075 Crs)

Listed on NSE & BSE, India



Oil & Gas

Engaged in the upstream oil and gas exploration and production sector

Portfolio of 6 blocks in India and 1 block in Myanmar

Producing Asset – Kharsang block & Sanand Miroli block

Development Asset – KG block & Tripura block
Revenues FY 2014:
US\$ 16 Mn (Rs. 95 Crs)

Listed in AIM market, London



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



Auto

Dealership for Audi Cars through the state-of-the-art facility in 3 regions in South and 1 region in West, namely Bengaluru, Mangalore, Chennai and Pune

Custom Paint and Body workshop in Bengaluru

Employs around 36,000 people across the globe with around 1300 in North America

- 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)

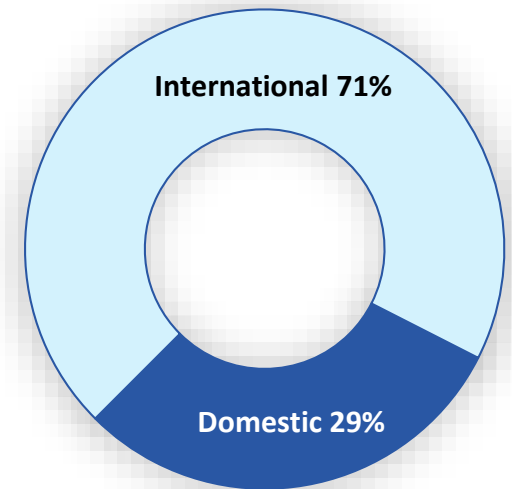


**An Integrated
Global
Pharmaceutical
&
Life Sciences
Company**

**‘Partner of Choice’
to Global Life
Sciences Companies**

- 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 6100 people including around 1000 in R&D
- Part of Jubilant Bhartia Group, with founders shareholding at 54%, as on 31st Mar 2015

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



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 (Acetyls)
- 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

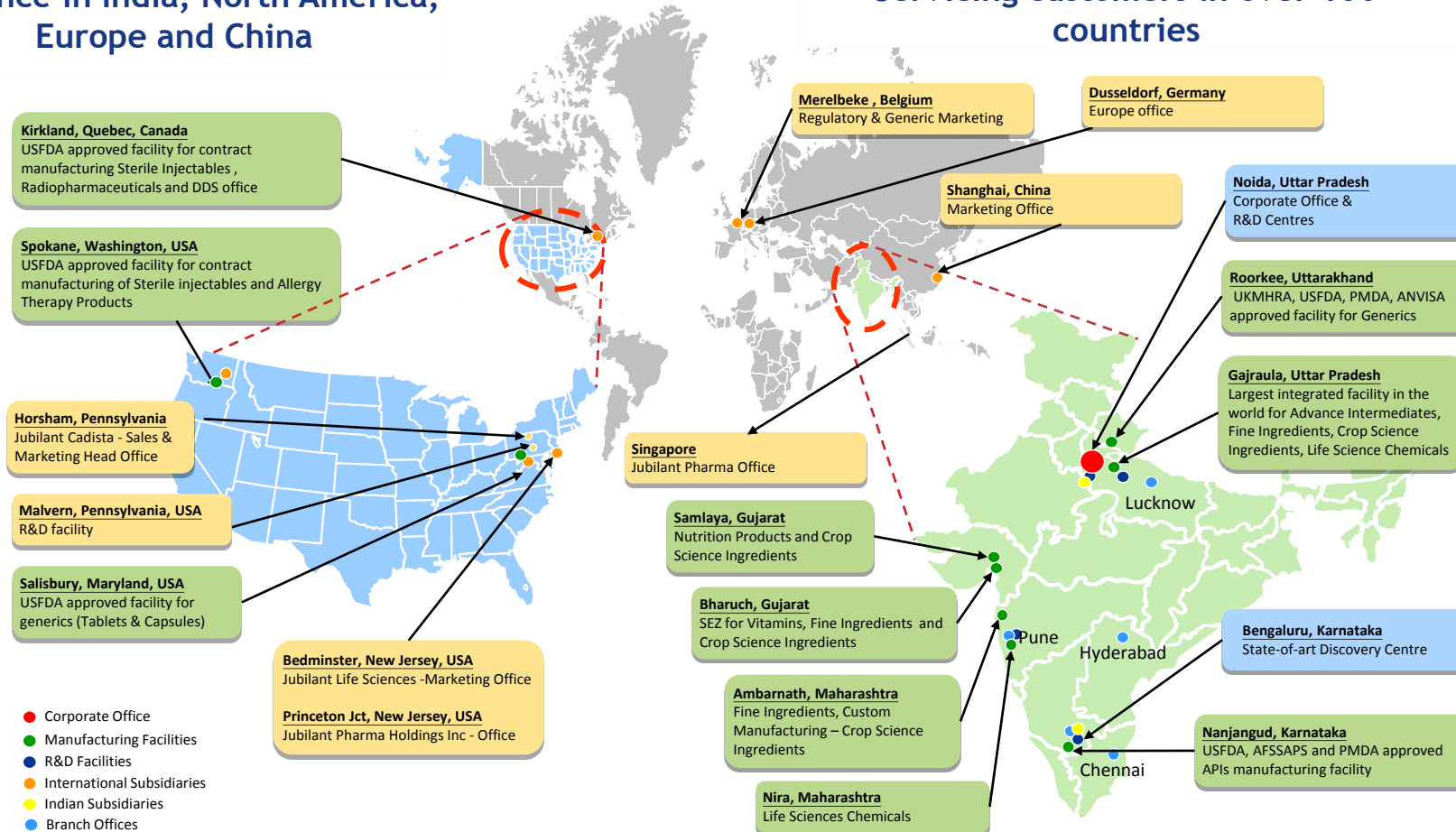
Drug Discovery Solutions (DDS)

India Branded Pharmaceuticals

Global Footprint

Presence in India, North America, Europe and China

Servicing customers in over 100 countries

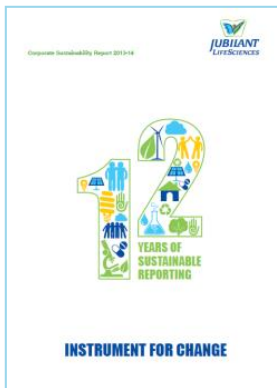


Note: This illustration is not exhaustive. This illustration is not to scale

~ 50% assets in North America

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

- 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 48% of major raw material in 2013-14)
- 7% of total direct energy is from renewable source (biomass/ biogas/ biodiesel)
- Emphasizes on Reduce, Recycle & Reuse for water conservation - 16% of total water recycled
- 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
- Follows Global Harmonised System (GHS) for product labelling & comply with REACH requirement

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.

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)

65 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

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

Acetyls

- **Globally No. 4** in Acetic Anhydride & **No.7** in Ethyl Acetate

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**

Manufacturing Strengths



Life Science Ingredients (LSI)

Gajraula, Uttar Pradesh

- 463 acres; Largest integrated facility in the world for Advance Intermediates, Fine Ingredients, Crop Science Ingredients and Life Science Chemicals

Bharuch, Gujarat

- 265 acres SEZ +50 DTA; Fine Ingredients, Crop Science Ingredients, Vitamin B3

Nira, Maharashtra

- 168 acres; Life Science Chemicals

Samlaya, Gujarat

- 90 acres; Nutrition Ingredients, and Crop Science Ingredients

Ambarnath, Maharashtra

- 3.5 acres; Fine Ingredients, Custom Manufacturing – Crop Science Ingredients

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

Pharmaceuticals

Nanjangud, Karnataka

- 69 acres; Active Pharmaceutical Ingredients (APIs)

Roorkee, Uttarakhand

- 22 acres; Generics, Dosage- Formulations (Tablets and capsules)

Salisbury, Maryland, USA

- Dosage Formulations (Tablets and capsules)

Spokane, Washington, USA

- Contract Manufacturing of sterile injectables and Allergy Therapy Products

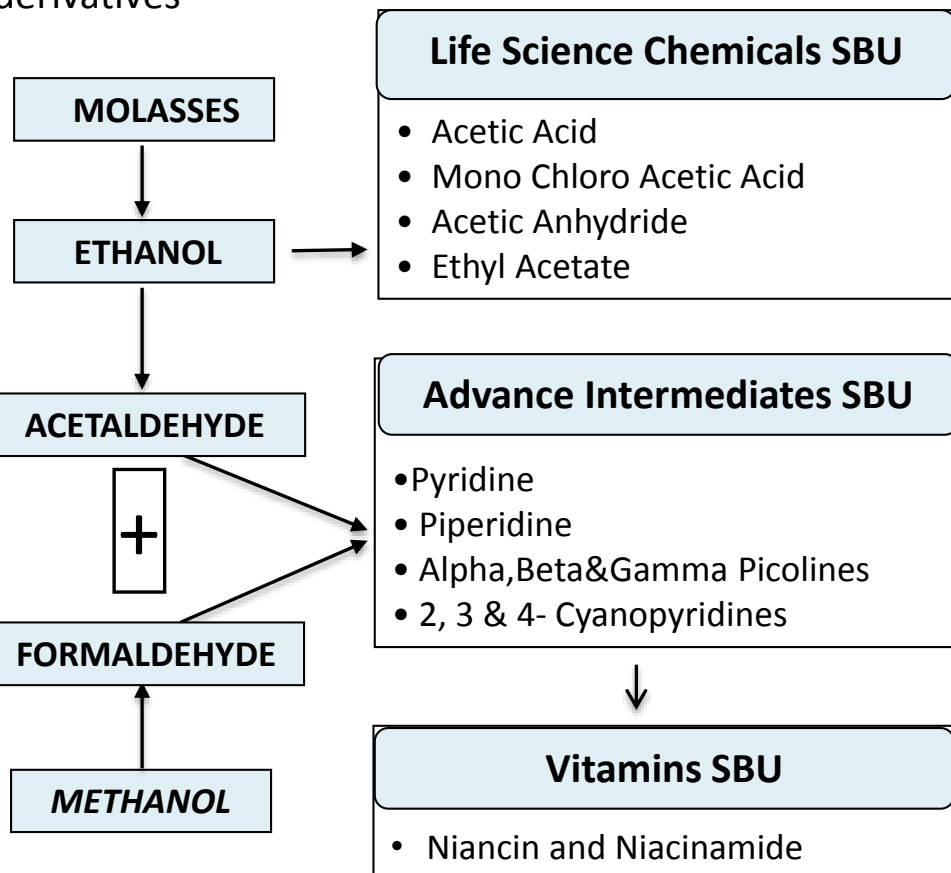
Montreal, Quebec, Canada

- Radiopharmaceuticals and Contract Manufacturing of Sterile Injectables

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



Fine Ingredients (Pharma & Others) SBU

(Pyridine & Piperidine Derivatives for Pharma & other industries 40 commercial products) +(Custom Res & Mfg projects) +(Antimicrobial products like Pyridones)

- Lutidines & Collidines
- Aminopyridines
- Pyridine Quart Salts
- Pyridine Carboxylic Acids & Esters
- Pyridine Aldehydes
- Aminomethyl & Hydroxymethyl 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

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

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



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