### Jubilant Bhartia Group - Snapshot

<table>
<thead>
<tr>
<th>Business Unit</th>
<th>Description</th>
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</table>
| **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 $140 Mn (Rs. 858 Crs)  
Listed on NSE & BSE, India |
| **Food Service (QSR)**        | A master franchise of Domino’s Pizza for India, Bangladesh, Nepal & Sri Lanka and Dunkin’ Donuts for India; Domino’s has presence in 199 cities through 887 stores in India  
56 Dunkin’ Donuts stores across 20 cities opened since Apr 2012, in India  
Revenue FY 2015: US$ 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 Mirol 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  
Listed in AIM market, London |
| **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)
Jubilant Life Sciences – An Overview

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)

- International 71%
- Domestic 29%
## Businesses

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

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

#### 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 (Acetylcs)
- External Manufacturing

#### 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

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**JUBILANT LIFE SCIENCES**
Global Footprint

Presence in India, North America, Europe and China

Servicing customers in over 100 countries

Kirkland, Quebec, Canada
USFDA approved facility for contract manufacturing Sterile Injectables, Radiopharmaceuticals and DDS office

Spokane, Washington, USA
USFDA approved facility for contract manufacturing of Sterile injectables and Allergy Therapy Products

Horsham, Pennsylvania
Jubilant Cadista - Sales & Marketing Head Office

Malvern, Pennsylvania, USA
R&D facility

Salisbury, Maryland, USA
USFDA approved facility for generics (Tablets & Capsules)

Bedminster, New Jersey, USA
Jubilant Life Sciences - Marketing Office

Princeton Jct, New Jersey, USA
Jubilant Pharma Holdings Inc. - Office

Singapore
Jubilant Pharma Office

Merelbeke, Belgium
Regulatory & Generic Marketing

Dusseldorf, Germany
Europe office

Shanghai, China
Marketing Office

Noida, Uttar Pradesh
Corporate Office & R&D Centres

Roorkie, Uttarakhand
UKMRA, USFDA, PMDA, ANVISA approved facility for Generics

Gajraula, Uttar Pradesh
Largest integrated facility in the world for Advance Intermediates, Fine Ingredients, Crop Science Ingredients, Life Science Chemicals

Pune

Hyderabad

Chennai

Lucknow

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

~ 50% assets in North America
Corporate Sustainability

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)

<table>
<thead>
<tr>
<th>Education</th>
<th>Improving health</th>
<th>Escalating employability</th>
<th>Social Entrepreneurship</th>
<th>FACE- Centre for Excellence</th>
<th>Employee Engagement</th>
</tr>
</thead>
<tbody>
<tr>
<td>- Reaching out to 13,000 students of govt. primary schools. &lt;br&gt; - Enhancing quality of education &lt;br&gt; - Pratibha Puraskar scholarship for continuing secondary school education</td>
<td>- Providing Basic Health Care through Mobile/Static Clinic to a population of 4.00 lacs</td>
<td>Skill Development program through Vocational Training Centres(VTC) run by social entrepreneurs for training 2500 youth every year.</td>
<td>- 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</td>
<td>- An initiative between CII and Jubilant Bhartia to build capacity while leveraging technology and innovation to improve productivity and the environmental footprint of agriculture.</td>
<td>- Provide an opportunity to employees to engage in &amp; support social activities organized by Jubilant Bhartia Foundation</td>
</tr>
</tbody>
</table>
# 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

**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)

<table>
<thead>
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<th>Facility</th>
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<tbody>
<tr>
<td><strong>Gajraula, Uttar Pradesh</strong></td>
<td>463 acres; Largest integrated facility in the world for Advance Intermediates, Fine Ingredients, Crop Science Ingredients and Life Science Chemicals</td>
</tr>
<tr>
<td><strong>Bharuch, Gujarat</strong></td>
<td>265 acres SEZ +50 DTA; Fine Ingredients, Crop Science Ingredients, Vitamin B3</td>
</tr>
<tr>
<td><strong>Nira, Maharashtra</strong></td>
<td>168 acres; Life Science Chemicals</td>
</tr>
<tr>
<td><strong>Samlaya, Gujarat</strong></td>
<td>90 acres; Nutrition Ingredients, and Crop Science Ingredients</td>
</tr>
<tr>
<td><strong>Ambernath, Maharashtra</strong></td>
<td>3.5 acres; Fine Ingredients, Custom Manufacturing – Crop Science Ingredients</td>
</tr>
</tbody>
</table>

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

## Pharmaceuticals

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<td><strong>Nanjangud, Karnataka</strong></td>
<td>69 acres; Active Pharmaceutical Ingredients (APIs)</td>
</tr>
<tr>
<td><strong>Roorkee, Uttarakhand</strong></td>
<td>22 acres; Generics, Dosage- Formulations (Tablets and capsules)</td>
</tr>
<tr>
<td><strong>Salisbury, Maryland, USA</strong></td>
<td>Dosage Formulations (Tablets and capsules)</td>
</tr>
<tr>
<td><strong>Spokane, Washington, USA</strong></td>
<td>Contract Manufacturing of sterile injectables and Allergy Therapy Products</td>
</tr>
<tr>
<td><strong>Montreal, Quebec, Canada</strong></td>
<td>Radiopharmaceuticals and Contract Manufacturing of Sterile Injectables</td>
</tr>
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</table>

Approved by leading regulatory bodies like US FDA, UK MHRA, ANVISA Brazil, PMDA Japan, AFSSAPS France
Life Science Ingredients

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

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

2010 - 106
2011 - 113
2012 - 117
2013 - 130
2014 - 138
2015 - 175
Our Vision & Values

**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