



November 11, 2022

National Stock Exchange of India Limited
Exchange Plaza, 5th Floor, Plot No. C/1,
G-Block, Bandra Kurla Complex,
Bandra (E), Mumbai – 400051.

Stock Symbol: JBCHEPHARM

Dear Sir,

Subject: Investor Presentation

Enclosed please find the presentation the Company proposes to make to investors/analysts on performance of the Company for the quarter ended on September 30, 2022.

Thanking you,

Yours faithfully,

For J.B. Chemicals & Pharmaceuticals Ltd.

Sandeep Phadnis
Vice President - Secretarial
& Company Secretary

Registered Office:

J.B. Chemicals & Pharmaceuticals Limited,
CIN: L24390MH1976PLC019380
Neelam Centre, 'B' Wing, 4th Floor, Hind Cycle Road,
Worli, Mumbai – 400030, T:+91 22 24822222

Corporate Office:

J.B. Chemicals & Pharmaceuticals Limited,
CIN: L24390MH1976PLC019380
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Prabhadevi, Mumbai – 400025, T:+91 22 24395200/5500

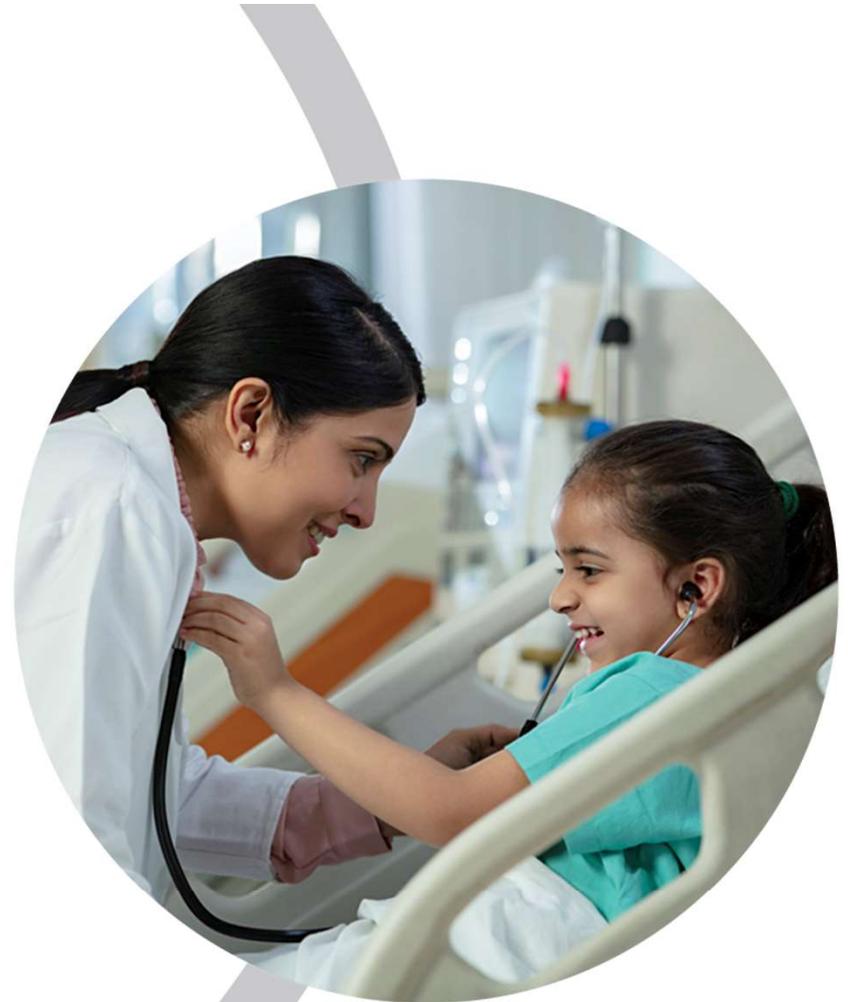
www.jbpharma.com



GOOD PEOPLE
for GOOD HEALTH

JB Pharma – Q2 and H1 FY23 Financial Results

November 11, 2022



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Forward-looking statements involve known and unknown risks, uncertainties and other factors, which may cause the actual results, financial condition, performance or achievements of the Company or industry results to differ materially from the results, financial condition, performance or achievements expressed or implied by such forward-looking statements, including future changes or developments in the Company's business, its competitive environment and political, economic, legal and social conditions. Further, past performance is not necessarily indicative of future results. Given these risks, uncertainties and other factors, viewers of this presentation are cautioned not to place undue reliance on these forward-looking statements. The Company disclaims any obligation to update these forward-looking statements to reflect future events or developments.

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Corporate Overview

Corporate Snapshot



46

Years of operations with consistent track record across multiple businesses

40+

Regulated/semi-regulated markets of presence through direct operations and distributors

24%

Growth in chronic therapies* in the domestic formulations business

7

Multi-dosage formulation plants with key global approvals/compliances

5

Brands among top 300 brands, contributing over 60% of domestic formulations revenues

Top 5

Global manufacturer of medicated/herbal lozenges representing a substantial opportunity

2500#

Strong India field force with therapy-focused segmentation

**22%

ROCE with consistent cash flow generation generating good returns

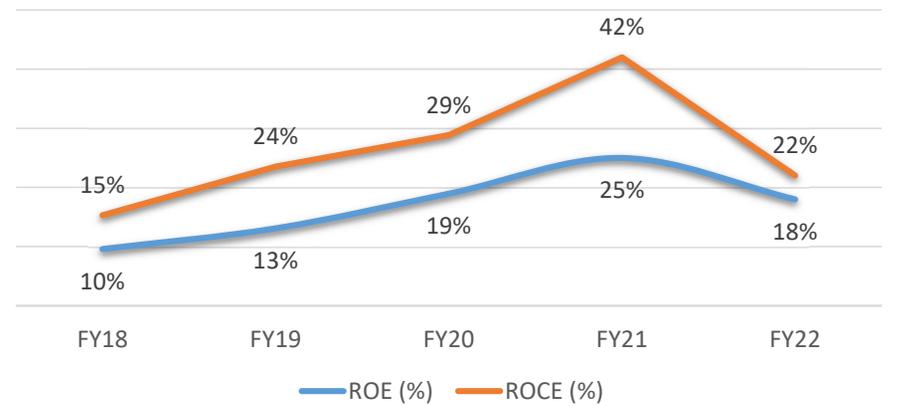
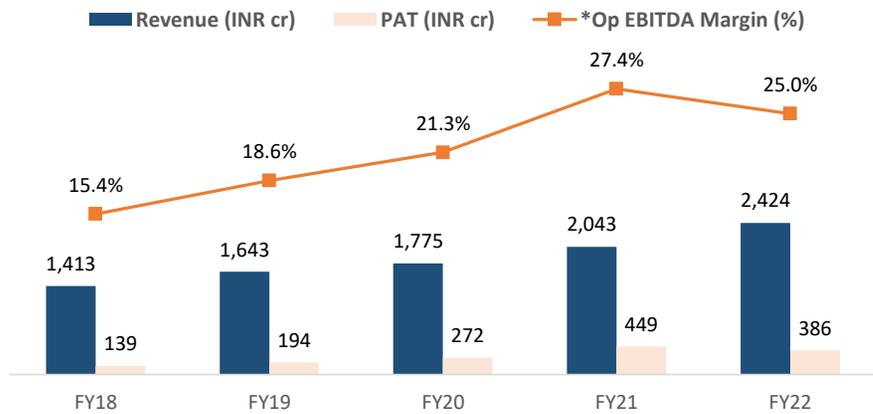


* CAGR over FY20-FY22 (IQVIA MAT March Nos)

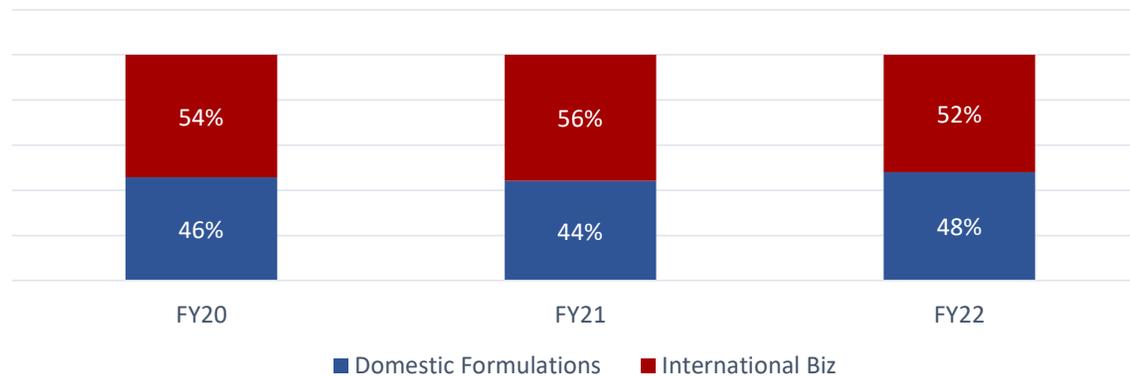
Includes MR and Supervisors

** ROCE for FY22 $ROCE = EBIT / (Net\ Worth + Debt - Mutual\ Fund\ Investments)$

Corporate Snapshot – Financial Overview



Increasing Share of the Domestic Revenue



*Operating EBITDA is after excluding non-cash ESOP Charge

World Class Manufacturing Facilities



Seven state-of-the-art manufacturing facilities in Western India

Over 40 global regulatory accreditations

- US FDA
- HEALTH – Canada
- MHRA – UK
- MOH – Russia
- EU – GMP
- SAHPRA – South Africa
- TGA – Australia

Producing a wide array of dosage forms

- TABLETS
- CAPSULES
- LIQUIDS
- IV INFUSIONS
- AMPOULES
- VIALS
- OINTMENTS
- COLD RUBS
- LOZENGES
- SIPS





Q2 and H1 FY23 Business Performance

CEO's Message



- **Nikhil Chopra, CEO & Whole Time Director**
- **Views on Q2 and H1 FY23 business performance**

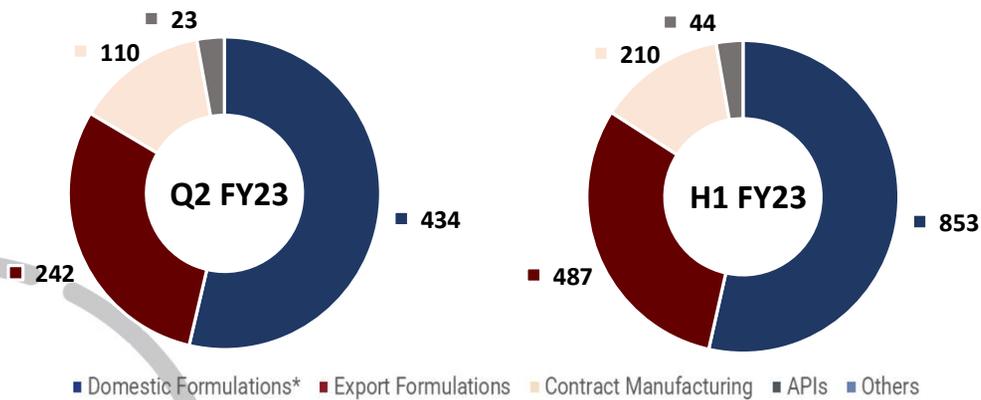
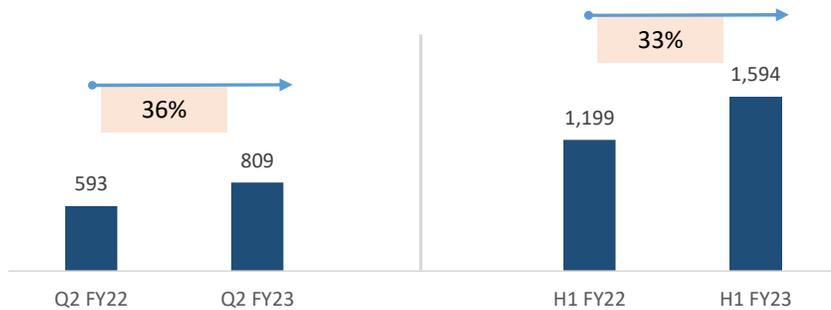
“We continue to build further on our strong operating performance across business segments in FY 23. Our market-beating performance in domestic business was sustained through growth in our organic portfolio, with big brands getting bigger; and significant demand acceleration in acquired brands which have seamlessly transitioned in a short period. The momentum in our international business continued across markets, with all three of our verticals performing well. The CMO business has once again been the standout performer and we will continue to invest to scale this business.”

Our strategic focus on key brands, segments and geographies is resulting in a consistent, sustained revenue growth. And this growth, along with productivity improvement and cost optimization initiatives, is creating strong operating leverage which is enabling us to maintain our margins in an inflationary environment with supply chain challenges.”



Financial Overview: Q2 and H1 FY23

Revenues (INR cr)



- JB continued its strong growth momentum, registering YoY growth of 36% in Q2 FY23 and 33% in H1 FY23
- Domestic Formulations business maintained its market beating performance growing at 45% in Q2 FY23 and 38% in H1 FY23
 - Excluding sales from the acquired brands, growth was around mid-teens for Q2 and H1 FY23
- International business continued its strong momentum growing at 28% to INR 375 crores in Q2 FY23
 - Sustained improvement in international business
 - All three businesses viz. Exports formulations, CMO and the API business performed well

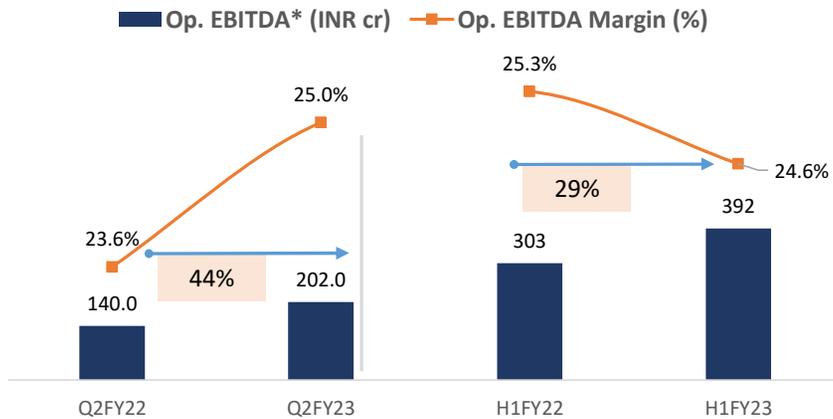
EBITDA Analysis



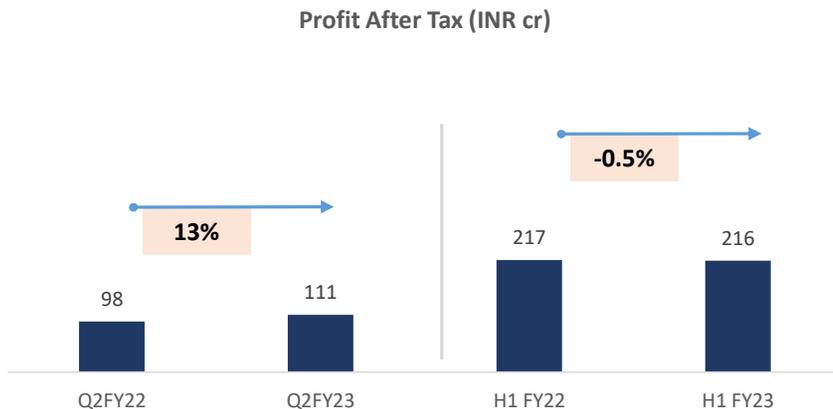
INR crore	Q2 FY23	Q2 FY22	H1 FY23	H1 FY22	
Revenue	809	593	1594	1199	
Reported EBITDA	185	127	358	290	
Non Cash ESOPs	17	13	34	13	Included in Employee Benefits expense
Operating EBITDA (excluding ESOP costs)	202	140	392	303	
Operating EBITDA margins	25.0%	23.6%	24.6%	25.3%	
One time consultancy/advisory services	-	14	-	14	
Adjusted EBITDA	202	154	392	317	
Adjusted EBITDA Margin	25%	26.0%	24.6%	26.4%	



Financial Overview Q2 and H1 FY23



* Operating EBITDA excluding non-cash ESOP Charge

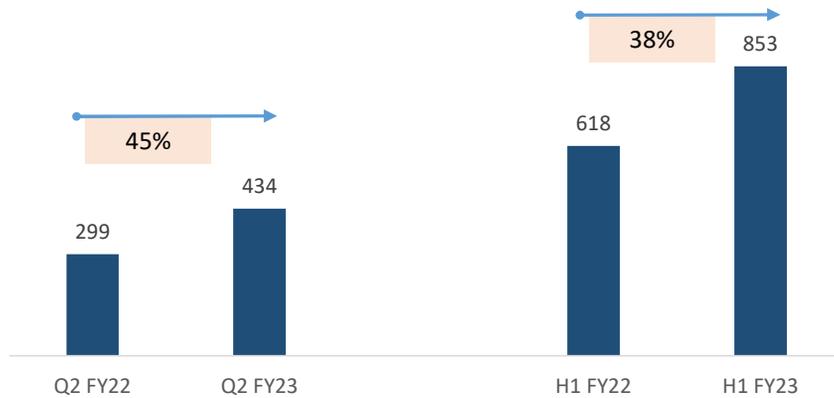


- Operating EBITDA* improved by 44% in Q2 FY23 and 29% in H1 FY23
 - Operating EBITDA* margin was at 25% in Q2 FY23 vs 23.6% in Q2 FY22
 - Strong operating leverage
- Gross margins was 62.7% in Q2 FY23 vs 65% in Q2 FY22, maintained sequentially
 - Azmarda impacted gross margins in Q2 FY23 and H1 FY23
 - Cost inflation pressures continue
- Excluding non-cash ESOP cost, Employee cost as a percentage to sales has improved in Q2 FY23 and H1 FY23
 - Absolute increase is primarily attributed to manpower cost for acquired brands
- Other expenses as a percentage to sales improved in Q2 FY23 and H1 FY23 despite
 - Normalization of marketing activities on a lower COVID base in Q2 FY22
 - Increase in utility & fuel prices
- PAT growth led by strong EBITDA growth, partly impacted by lower treasury income, higher amortization charges & higher finance costs

Domestic Business Q2 and H1 FY23



Domestic Formulations (INR cr)



- Domestic business continued to register INR 400+ crores revenue for the second consecutive quarter
- Domestic business, excluding sales from acquired brands, grew at mid-teens, out-pacing industry growth
- New Product contributed 4.4% to domestic sales for Q2 FY23
- JB continues to be the fastest growing company among the top 25 as per IQVIA MAT Sept'22 data and ranked #23 in IPM
 - JB grew by 19% as compared to IPM growth at 6.6% as per IQVIA MAT Sep'22
- As compared to IQVIA MAT Sep 22 vs MAT Sep 21 data
 - Metrogyl gained 56 ranks to #149 ; Cilacar-T gained 76 ranks to #212 ; Nicardia gained 27 ranks to #218 ; Cilacar gained 6 ranks to #48; and Rantac gained 4 ranks to #41
- As per IQVIA Q2 FY23 vs Q2 FY22 data, the acquired portfolio recorded growth of 25%
 - Sporolac grew by 50% and remains #1 in its covered market space
 - Azmarda recorded growth of 46%. The brand entered IPM's top 300 list in Sep 22 clocking INR 10 crores revenue

JB continues to be one of the fastest growing companies in its CVM, maintaining a market beating performance



Fastest growing company among the Top 25 in the IPM

Outperformed the IPM growing at 19% vs 7%

Strong performance by the organic business growing at 18%

Among top 25, JB is the fastest growing pharma company in the IPM

19% Vs IPM growth of 7%

Leadership position in the covered markets

35% + share in 5 molecule categories

Position in IPM

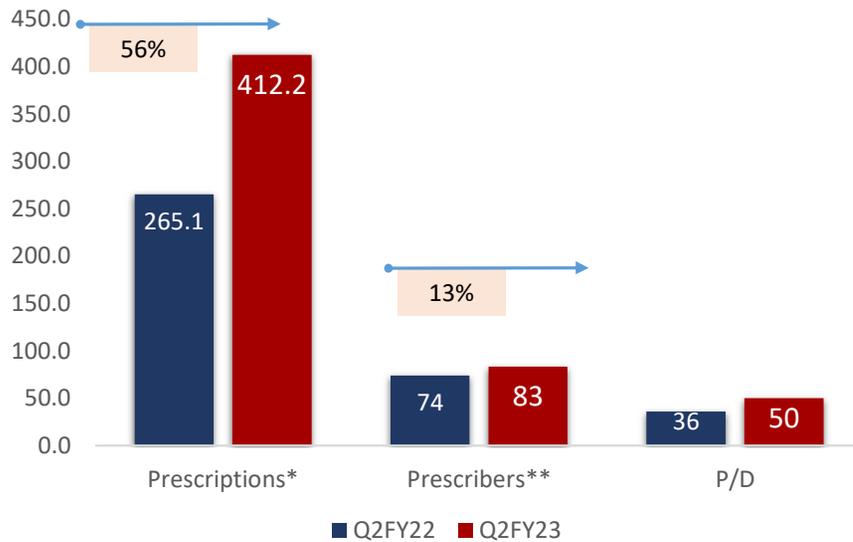
23rd Rank in IPM

No of brands in Top 300

5 Brands, with average growth registered @ 25+%



Prescription wise JB on 15th rank in IPM



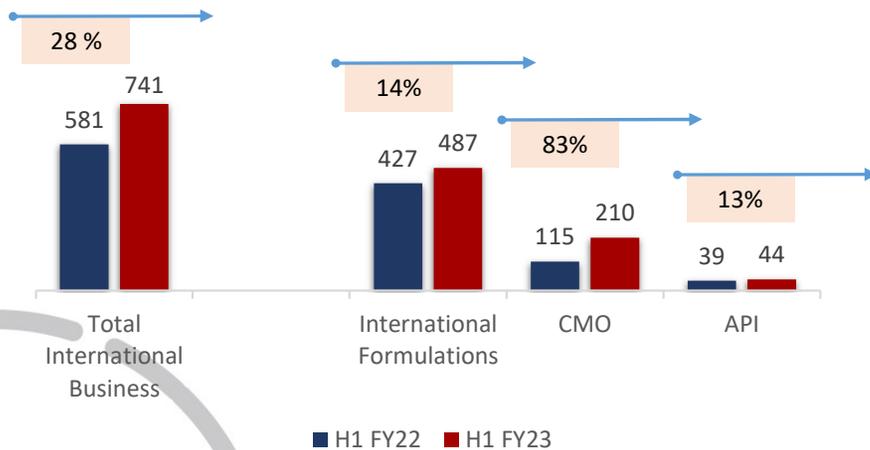
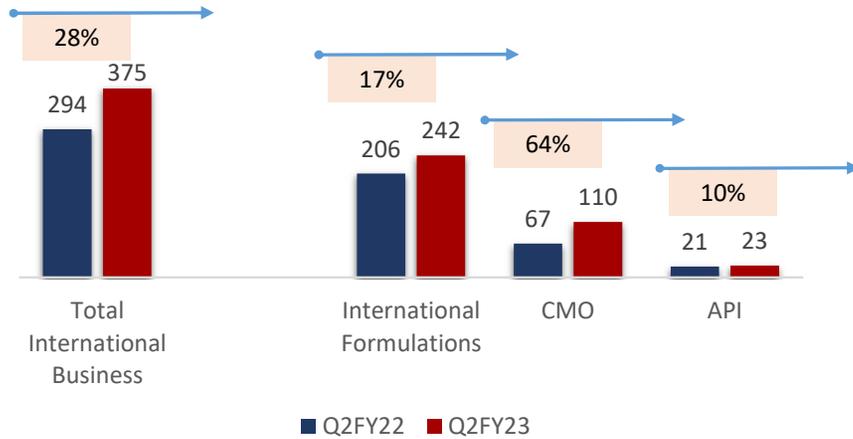
* Nos in Lakhs
** Nos in '0000

#15 Prescription Ranking

- JB's prescriptions increased to 4.12 crores in Q2 FY23 as compared to 2.65 crores in Q2 FY22 recording growth of 55%
- Prescribers(Rxbers) increased by 13% to 8,32,665 in Q2 FY23 to 7,36,782 in Q2 FY22
- The P/D ratio also improved from 36 in Q2 FY22 to 50 in Q2 FY23



Revenue Analysis: International Business Q2 and H1 FY23



- The International business continues its strong performance with revenue growing at 28% in Q2 FY23 as well as H1 FY23
 - International business and CMO revenue were the highest ever recorded in a quarter
 - Both Exports formulations and API registered double digit growth for Q2 FY23 as well as H1 FY23
- CMO revenue recorded 64% growth in Q2 FY23 to INR 110 crores
 - CMO accounts for 28% of International revenue for H1 FY23 as compared to 20% in H1 FY22
 - New launches in specific markets showing good progress



Q2 and H1 FY23 Financial Performance (Consolidated)

Particulars	Q2 FY23	Q2 FY22	YoY Growth	H1 FY23	H1 FY22	YoY Growth
Revenue from Operations	809	593	36%	1594	1199	33%
Cost of Goods Sold	302	208	45%	594	424	40%
Gross Profit	508	385	32%	1000	775	29%
Gross Profit Margins	62.7%	65.0%		62.7%	64.6%	
Employee Benefit Expenses	136	105	30%	269	204	32%
Other Expenses	188	153	23%	373	281	33%
EBITDA	185	127	46%	357	290	23%
EBITDA Margins	22.8%	21.4%		22.4%	24.2%	
Finance Costs	8	1		14	2	
Depreciation	28	16	75%	54	34	59%
Profit before Tax (Operating)	148	110	35%	289	255	13%
Other Income	1	20		2	33	
Profit before Tax	150	129	16%	292	287	2%
Tax Expenses	39	32	22%	75	70	7%
Profit after Tax	111	98	13%	216	217	0%



Abridged Balance Sheet as on Sept 30, 2022

Balance Sheet (INR cr) as on	30 Sept'22	31 Mar'22
Net Worth	2,315	2,134
Borrowings	350	26
Other Liabilities	287	223
Total Liabilities	2,952	2,383
Non Current Assets	1,657	1,333
Net Working Capital (Receivables + Inventories - Payables)	837	741
Cash Position (Cash & Cash Equivalents plus investments)	203	57
Other Current Assets	255	252
Total Assets	2,952	2,383

- Free cash flow continues to be strong for the company
- Improvement seen in net working capital viz. Inventory and receivables days have improved
- Increase in borrowings on account of acquisitions

JB Pharma - Consistent and high cash flow generation



Particulars (INR cr)		H1 FY 23
Profit before tax		292
Net cash flows generated from operating activities	A	279
Net Cash (used in) Investing activities#	B	(377)
Net cash flow generated/(used in) financing activities	C	244
Net increase in cash and cash equivalents	(A+B+C)	146
Cash and cash equivalents as on 01.04.2022		57
Cash and cash equivalents (Incl Investments and other deposits) as on 30.09.2022		203

JB Pharma – Looking ahead –FY 2023



- ❑ Domestic business should consistently outperform market growth
- ❑ Acquired Brands will continue to gain traction in this financial year
- ❑ International business should continue to deliver good sales growth
- ❑ Demand from Export formulations esp. the ROW business remain good
- ❑ CMO business should continue its good run
- ❑ Operating margins excl ESOP cost should remain in the range of 24% to 26%
 - ❑ Cost pressures continue to remain high in the overall business



JB Pharma Releases its Maiden Sustainability Report

Sustainability Report – FY 2021-22



INTEGRATING SUSTAINABILITY
for **GOOD HEALTH**

CORPORATE SUSTAINABILITY REPORT
2021-22



Reporting Framework: Report prepared in accordance with the GRI Standards: Core Option, and United Nations Sustainable Development Goals (UN SDGs)

Reporting Period: This report covers the sustainability performance of the Company for the period 1st April 2021 till 31st March 2022

JB Pharma now among the few pharmaceutical companies in the country to release its sustainability report based on the Globally accepted GRI framework

For detailed sustainability report, please visit: <https://jbpharma.com/sustainability-report/>



About JB Pharma

J.B. Pharma (BSE: 506943 | NSE: JBCHEPHARM | ISIN: INE572A01028), established in 1976, is one of the fastest growing pharmaceutical companies in India and a leading player in the hypertension segment. Besides its strong India presence, which accounts for majority of its revenue, its other two home markets are Russia and South Africa. In India, the company has five brands among the top 300 IPM brands in the country. The company exports its finished formulations to over 40 countries including the USA. Besides supplying branded generic formulations to several countries, it is also a leader in the manufacturing of medicated lozenges. The company ranks among the top 5 manufacturers globally in medicated and herbal lozenges. It has seven state of the art manufacturing facilities in India including a dedicated manufacturing facility for lozenges. The manufacturing facilities are certified by leading regulators across the world.

For more details on J.B. Pharma, please visit www.jbpharma.com.



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Thank you



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