



J. B. CHEMICALS & PHARMACEUTICALS LIMITED

February 4, 2020

National Stock Exchange of India Ltd.
Exchange Plaza, C-1, Block-G,
Bandra Kurla Complex
Bandra (E)
Mumbai 400 051

Scrip Code : JBCHEPHARM

Dear Sir,

Sub : Presentation

Enclosed is investor presentation on consolidated performance during quarter ended on December 31, 2019.

Kindly take the same on record.

Thanking you,

Yours faithfully,
for J.B. Chemicals & Pharmaceuticals Limited

M. C. Mehta
Company Secretary and Vice President - Compliance

Encl: As above

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CIN: L24390MH1976PLC019380



J. B. Chemicals & Pharmaceuticals Limited

EARNINGS PRESENTATION | Q3 -FY20



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Mr. Anuj Sonpal

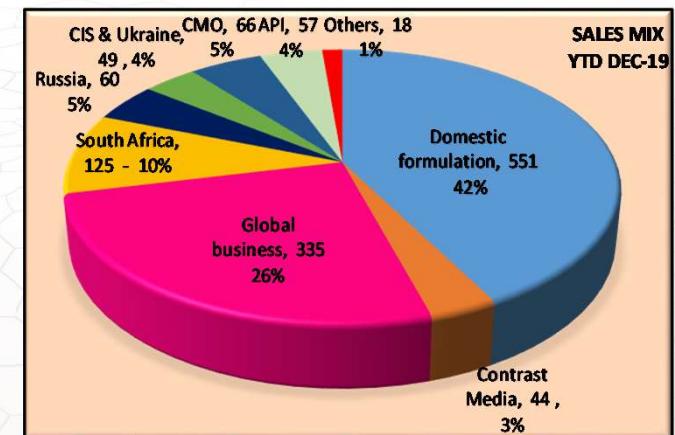
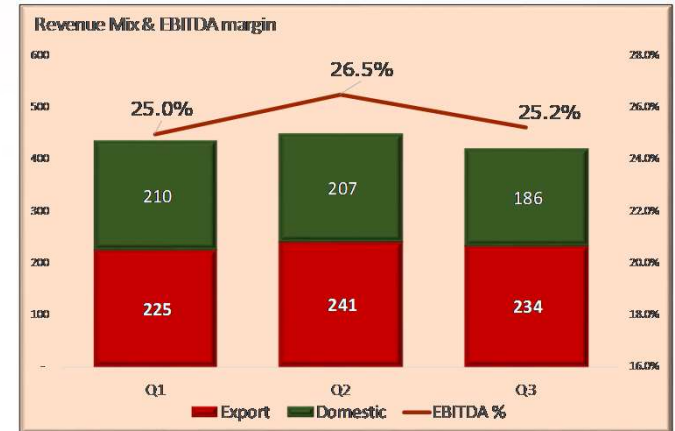
Valorem Advisors

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Company Overview

- J.B Chemicals and Pharmaceuticals Ltd. (JBCPL) was incorporated in 1976 under the chairmanship of Mr. J.B Mody.
- Over the past four decades JBCPL has established brands not only in India but also internationally to 30+ countries, supplying affordable and quality products.
- JBCPL's product portfolio is spread across chronic and acute therapeutic segments like cardio vascular, gastro, anti-microbials, NSAID, etc.
- The company manufactures a wide range of innovative specialty products across dosage forms like tablets, injectable, creams & ointments, lozenges, herbal liquids and capsules.
- The company has 8 manufacturing facilities across Gujarat and Daman, with USFDA approved Tablet plant and API plants.
- The R & D facilities are DSIR approved located in Maharashtra, Gujarat and Daman.

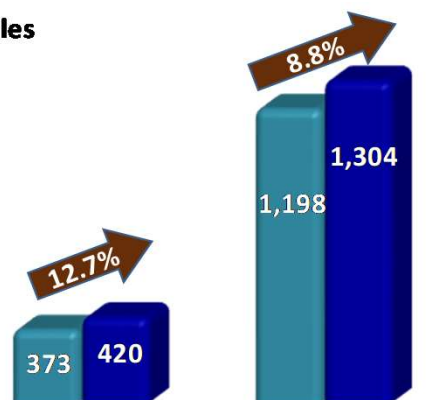


Performance Highlights

Consolidated



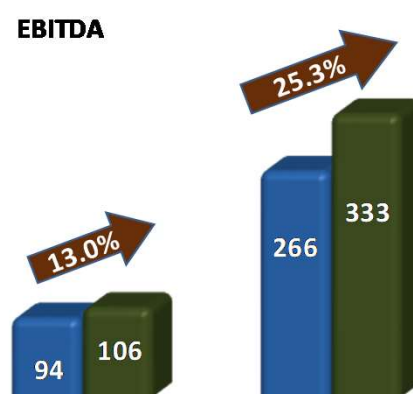
Sales



Q3 FY 19 Q3 FY 20

YTD Dec 19 YTD Dec 20

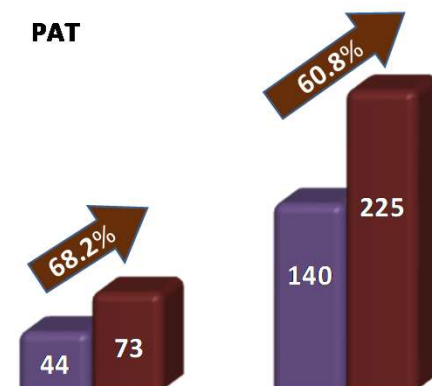
EBITDA



Q3 FY 19 Q3 FY 20

YTD Dec 19 YTD Dec 20

PAT



Q3 FY 19 Q3 FY 20

YTD Dec 19 YTD Dec 20

Q3-2019-20 Consolidated Financial Performance

(Rs. in crores)

Particulars	Q3			YTD December, 2019		
	2019-20	2018-19	YoY Growth (%)	2019-20	2018-19	YoY Growth (%)
Sales	420.04	372.86	14.16	1303.66	1198.22	16.04
Other Operating income	8.59	9.17	(6.32)	27.50	26.06	5.53
Other Income	16.38	15.82	3.54	47.50	25.79	84.18
Total Income	445.01	397.85	11.85	1378.66	1250.07	10.29
Operating Profit (EBIT)	72.85	63.32	15.05	236.90	196.26	20.71
EBITDA	89.60	77.98	14.90	285.84	240.30	18.95
Profit before tax	88.37	77.84	13.53	281.87	218.71	28.88
Profit after tax	66.44	49.9	33.15	222.32	147.18	51.05
EPS (Rs.) (FV 2)	15.99	6.07		27.66	17.86	

Q3-2019-20 Consolidated Sales Performance

(Rs. in crores)

Sales	Q3			YTD December, 2019		
	2019-20	2018-19	YoY Growth (%)	2019-20	2018-19	YoY Growth (%)
Domestic Formulations	183.97	161.15	14.16	595.00	512.73	16.04
Formulations exports	139.76	133.07	5.02	449.39	442.76	1.50
API Business	17.78	19.49	(8.77)	56.56	58.13	(2.70)
Subsidiary Sales	71.57	54.92	30.32	184.50	169.98	8.54
Other Sales	6.96	4.23	64.53	18.21	14.62	24.56
Total Sales	420.04	372.86	12.65	1303.66	1198.22	8.80

Performance Highlights



(Rs. in crores)

	Sales Q3 2019-20	Sales Q3 2018-19	Growth (%)
Domestic Formulations	168.66	148.29	13.74
Domestic Contrast Media	15.30	12.85	19.07
Russia-CIS	39.26	38.08	3.10
Global Business (RoW)	156.07	138.37	12.79
Other formulations exports	16.00	11.53	38.76
API Sales	17.78	19.49	(8.77)

Performance Highlights



- EBIDTA of Rs. 89.60 crores was 21.33% of sales, up from 20.91% in the same quarter in previous year, due to cost optimization.
- Sales of Russian subsidiary (included in Russia-CIS above) was Rs. 26.55 crores, increase of 48% over the same quarter previous year.
- Sales of South African subsidiary (included in Global business above) was Rs. 45 crores, increase of 21.8% over the same quarter previous year.
- Company completed buy-back of 29,54,545 shares. The paid-up equity share capital now stand at 7,72,82,097 equity shares of Rs. 2 each.

Quarterly - Consolidated Income Statement

(Rs. in Lakhs)



PARTICULARS	Actual 2019-20	% to Sales	Actual 2018-19	% to Sales	Growth %
Net Sales	42,004.2	100.0	37,285.7	100.0	12.7%
Operating Income	859.1	2.0	916.9	2.5	-6.3%
Total Income	42,863.3	102.0	38,202.6	102.5	12.2%
Cost Of Materials	15,034.8	35.8	12,638.9	33.9	19.0%
Gross Profit	27,828.5	66.3	25,563.8	68.6	8.9%
Employees Benefits Expenses	8,231.6	19.6	7,225.9	19.4	13.9%
Other Expenses	10,861.9	25.9	10,526.0	28.2	3.2%
Exch. Fluc. (Gain) / Loss	(224.7)	(0.5)	14.2	0.0	1685.7%
EBITDA (Operating)	8,959.6	21.3	7,797.7	20.9	14.9%
Finance Costs	85.3	0.2	129.7	0.3	-34.2%
Depreciation	1,674.9	4.0	1,466.0	3.9	14.2%
Profit Before Tax (Operating)	7,199.4	17.1	6,202.0	16.6	16.1%
Other Income	1,638.0	3.9	1,582.0	4.2	3.5%
Profit Before Tax	8,837.4	21.0	7,784.1	20.9	13.5%
Prov -taxation (Net)	2,192.7	5.2	2,788.9	7.5	-21.4%
Profit After Taxation	6,644.7	15.8	4,995.1	13.4	33.0%
Other Comprehensive Income	696.4	1.7	(631.5)	(1.7)	-210.3%
Total Comprehensive Income After Tax	7,341.1	17.5	4,363.6	11.7	68.2%

YTD - Consolidated Income Statement

(Rs. in Lakhs)

PARTICULARS	Actual 2019-20	% to Sales	Actual 2018-19	% to Sales	Growth %
Net Sales	1,30,366.3	100.0	1,19,822.6	100.0	8.8%
Operating Income	2,749.7	2.1	2,605.9	2.2	5.5%
Total Income	1,33,116.0	102.1	1,22,428.5	102.2	8.7%
Cost Of Materials	48,380.2	37.1	43,248.8	36.1	11.9%
Gross Profit	84,735.8	65.0	79,179.7	66.1	7.0%
Employees Benefits Expenses	23,739.2	18.2	21,347.4	17.8	11.2%
Other Expenses	32,511.6	24.9	33,163.9	27.7	-2.0%
Exch. Fluc. (Gain) / Loss	(98.6)	(0.1)	638.1	0.5	115.5%
EBITDA (Operating)	28,583.7	21.9	24,030.2	20.1	18.9%
Finance Costs	253.1	0.2	334.0	0.3	-24.2%
Depreciation	4,893.3	3.8	4,404.2	3.7	11.1%
Profit Before Tax (Operating)	23,437.3	18.0	19,292.0	16.1	21.5%
Other Income	4,749.6	3.6	2,578.9	2.2	84.2%
Profit Before Tax	28,186.9	21.6	21,870.9	18.3	28.9%
Prov -taxation (Net)	5,954.8	4.6	7,153.0	6.0	-16.8%
Profit After Taxation	22,232.1	17.1	14,717.9	12.3	51.1%
Other Comprehensive Income	315.8	0.2	(695.8)	(0.6)	-145.4%
Total Comprehensive Income After Tax	22,547.9	17.3	14,022.1	11.7	60.8%