



**GOOD PEOPLE**  
*for* **GOOD HEALTH**

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January 16, 2025

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

**Stock Symbol: JBCHEPHARM**

Dear Sir,

**Subject: Presentation**

Enclosed please find the presentation proposed to be made by the Company at the JP Morgan Healthcare Conference in San Francisco on January 16, 2025 (PST). The presentation is for your records.

Thanking you,

Yours faithfully,

**For J.B. Chemicals & Pharmaceuticals Limited**

**Sandeep Phadnis**  
**Vice President – Secretarial**  
**& Company Secretary**

**Registered Office:**

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# JP Morgan Healthcare Conference

**Nikhil Chopra, CEO – JB PHARMA**

**January 2025**



**GOOD PEOPLE  
for GOOD HEALTH**



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# JB Pharma - Rich Legacy of 5 Decades of Building Strong Brands and Global Reliability



1st brick in the foundation laid by late Mr. J.B. Mody by incorporating **J. B. Mody Chemicals and Pharmaceuticals Limited**

1976



Forayed into the cardiac segment with the revolutionary product **Nicardia**

1985



Iconic product **Rantac** introduced

1986



Received first FDA approval for our **Panoli Plant: T10**

2003



Made a strategic investment in a company in South Africa called **Biotech Laboratories**

2008

Ranked 32nd in the Industry (IQVIA) with 5 brands: **Rantac Metrogyl, Nicardia and Cilacar-T** featuring in top 300 brands of the Indian pharmaceutical market

2020



1977

Introduced the product **Metrogyl**, that went on to become the 'gold standard' in the industry



Got publicly listed and expanded from **API to Formulations**



2000

Introduced brands in **Russia**, that went on to become leading OTC products in the cough and cold segment

2007

Launched the product **Cilacar** that became a leading brand in cardiology and nephrology



2016

Received a silver award from the United States Pharmacopeia (USP) for participation in the Monograph Development & Upgradation Program, and preparation and distribution of USP reference substance



# With Unprecedented Growth & Value Creation in the Last 4 Years..



Acquisition of JB by **Kohlberg Kravis Roberts & Co. Inc. (KKR)** in Aug'20



Introduced **OneJBWay**, a leadership transformational programme which became the culture of JB



**25<sup>th</sup> rank company** in IPM from #32 in FY20



Scaling-up of **R&D** in JB with strengthened systems, technology and capex in Thane, Mumbai



Launch of the new identity of the company from JBCPL to **"JB Pharma- Good People for Good Health"**



GOOD PEOPLE for GOOD HEALTH

## Razel Portfolio

Acquisition of **4 pediatric brands** from Dr. Reddy's and **Razel (rosuvastatin) franchise** from Glenmark in lipid management

**6 brands** featuring in the **Top 300 IPM** brands as per IQVIA.



JB Pharma entered in a **contract licensing agreement** with **Novartis** for its **Ophthalmology portfolio**

FY21

FY22

FY23

FY24



A new go-to-market strategy to drive its domestic business transformation comprising of **4000 employees**



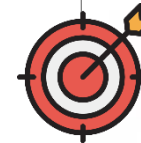
Foray into new therapeutic categories **Diabetes, Nephrology, Paediatric, Respiratory, Virology**



2 big-ticket acquisitions of **Sanzyme's portfolio** (Sporlac, Lobun and Oxalo) and the brand **Azmarda** from **Novartis**.



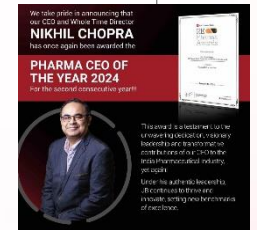
Launch of JB Pharma's **maiden Sustainability Report**, initiating its ESG journey.



**Milestone revenue achievement** of **INR 30 Billion** revenue for JB Pharma with South Africa accomplishing **500 Mn Rand** landmark



JB becomes the **fastest-growing cardiology company** amongst the **Top 10 players** in **Cardiology** in the **India Pharma Market**



JB Pharma was recognised as **Company of the year**; the CEO was recognised as the **CEO of the Year** for the **2<sup>nd</sup> consecutive year** at the **Economic Times Pharma Awards (Times Group)**

# Rooted in the Purpose of 'Enriching Patients' Lives'

**10 million hypertensive patients** treated with our anti-hypertension product range and services, accounting for 1 out of every 3 hypertensive patients in India



**8 million troubled guts revived** with our Gastro-Intestinal (GI) care portfolio



**1 billion cold and cough lozenges** reach consumers globally every year



**250,000 HCPs** covered in India for JB's products



**40,000 families served** towards adding new members in their life, through our specialized In-Vitro Fertilization (IVF) portfolio



**200,000 Heart Failure patients reached** with our heart failure drug Azmarda



**150 million prescriptions generated** in India for domestic formulations business (MAT Sep'24 (IQVIA))



Multiple HCP practice enhancing and therapy awareness initiatives



# JB Pharma's Purpose & Core Values



GOOD PEOPLE  
*for* GOOD HEALTH

## OUR PURPOSE

is to contribute to healthcare, support healthcare providers and enrich patients' lives, creating significant and sustainable value for our key stakeholders.

GOOD PEOPLE  
*for* GOOD HEALTH

OUR CORE VALUES

SIMPLICITY

in our  
actions

RELIABILITY

in our  
relationships

AGILITY

In our approach towards effecting changing scenarios in the healthcare industry.

# This Is US... The Journey Has Just Begun...



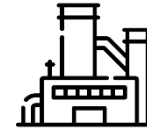
**One of the Fastest Growing Domestic Pharma Companies**



**Track Record of Building Large Brands with Big Brands Getting Bigger**



**Increasing Chronic Presence with ~2 Times Outperformance to IPM\***



**World-class Manufacturing Facilities with Capabilities across Multiple Dosage Forms**

**#16**

Prescription Rank (FY24)

**54%**

Domestic Revenue Contribution (FY24)

**5**

Brands in Top 150 IPM Brands (MAT Sep'24)

**48%**

FY24 Chronic Contribution % to Domestic Business\*\*

**Top 5**

CDMO of Lozenges Globally

as per IQVIA:



**Strong GTM Model with Pan India Presence and Consistently Improving Productivity**



**Diversified International Business with home markets in Russia, South Africa, UAE & Philippines**

**INR 34,840 Mn**

FY24 Revenue

**18%**

Revenue CAGR (FY20-24)

**26%**

Operating EBITDA CAGR (FY20-24)\*\*\*

**27%**

ROCE (FY24)

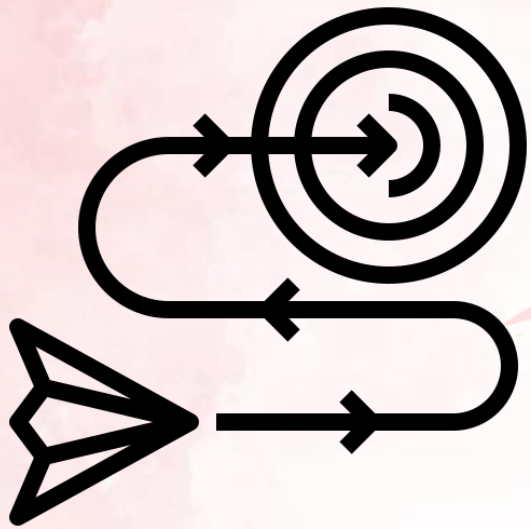


**Track Record of Synergistic Acquisitions with Ability to Scale Up Rapidly**



\* India Pharma Market  
\*\* excluding Opthal  
\*\*\* Operating EBITDA is after non-cash ESOP charge





# Strategy Overview

# Strong Progress Towards Achieving our Medium-Term Goals for Key Strategic Pillars



## Key Strategic Pillars

### Excellence in Domestic Business



IPM\* rank improvement with scale  
Field-force productivity growth  
New Launches

### Contribution from Chronic Therapies



Rank improvement in Chronic Therapies in IPM  
Expansion into adjacent chronic therapies

### CDMO business revenues of over USD 100 Mn



New Launches/ Concepts ~ Innovation  
Key Account Addition

### Focused DTMs\*\* & New Frontier Markets



Expansion into new DTMs  
Product portfolio expansion with 8-10 dossier filings/year in progressive therapies

### Process Excellence & Good Governance



Network Optimization Strategy  
Capacity Expansion  
ESG Implementation

## Medium Term Goals

- Rank in IPM Top #15 Companies
- 60% contribution to total revenue.
- Productivity improvement of 10-12% YoY

- ~60% contribution to overall domestic sales
- Top 5 in overall India Chronic Market
- Expansion into complimenting chronic therapies

- Expand focus on high-potential lozenges segment
- Life Cycle Management by expanding marquee client relationships and creating opportunities in new geographies

- Venture into focused new DTMS
- Dossier filings in newer and progressive categories
- New channel capability creation

- Network Optimization Strategy
- Capacity Expansion in Liquids/Lozenges
- Good Governance according to global ESG standards

## FY21 – FY25 Progress

- ✓ Ranked in **IPM Top #25 companies**, gain of **7 ranks**
- ✓ **~60% contribution to Total Revenue**, up from 44% in FY21
- ✓ Productivity at **INR 0.70 Mn in FY24** vs INR 0.46 Mn in FY21

- ✓ ~54% contribution to overall domestic sales
- ✓ **Rank #8 in Cardiac covered market** in India; gain of 5 ranks since FY21
- ✓ Foray into **heart failure, diuretics, statins, metabolic drugs** etc

- ✓ CDMO business touching USD 51 Mn in FY24
- ✓ **New concept development** in motion sickness, sleep disorders, immunity and wellness etc
- ✓ New clientele added in an enhanced business development engine

- ✓ Deeper penetration in existing markets like MENA; **direct presence now in Philippines and UAE**
- ✓ More than **30 new filings** completed by September FY25 in cardio-metabolic, ophthalmology and progressive categories

- ✓ Continuous Alternate Vendor Development and Efficiency Optimization in last 4 years
- ✓ Enhanced Capacity of **2 Bn Lozenges and 1 Bn Liquid units** now
- ✓ Instituted **best-in-class governance** standards with an independent Board of Directors and compliance frameworks in place

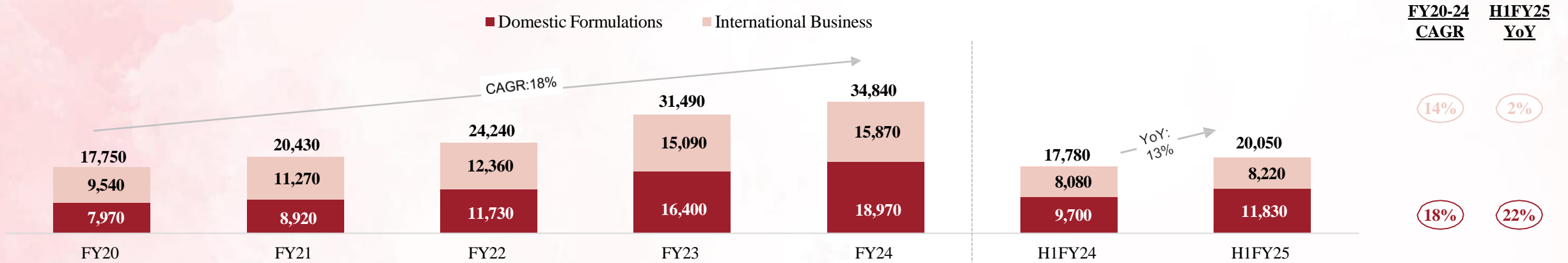


# Financials

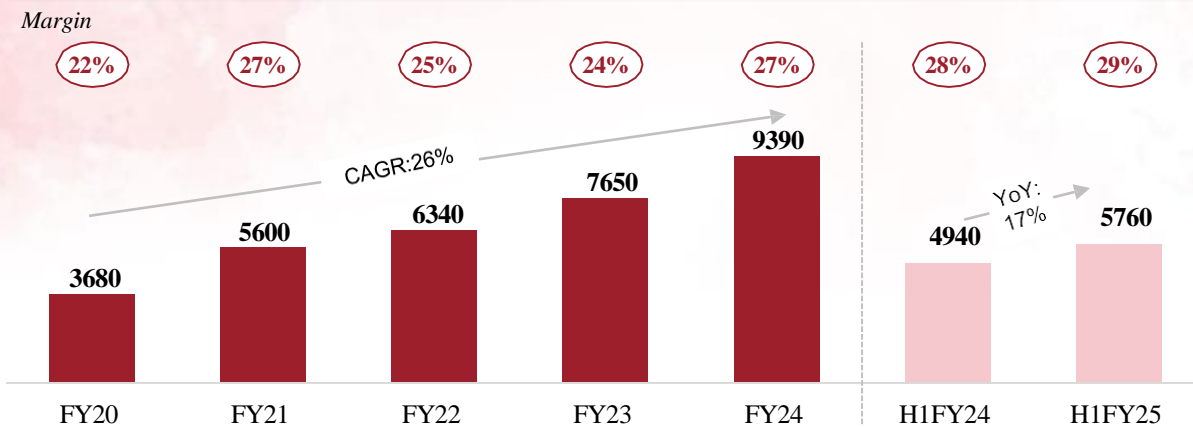


# Consistent Revenue / EBITDA Growth over the Years

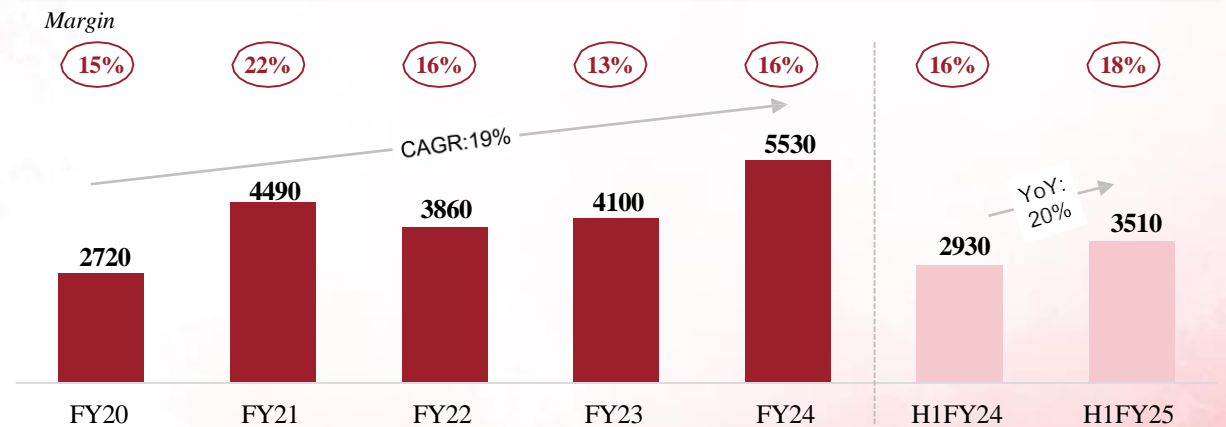
## Total Revenues (INR Mn)



## Operating EBITDA\* (INR Mn)



## Profit After Tax (INR Mn)

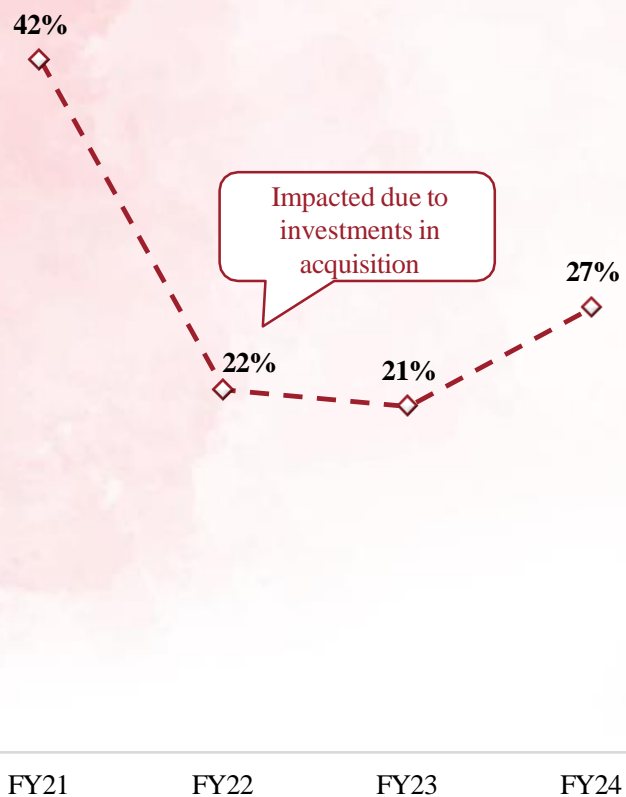


\* Operating EBITDA is after non-cash ESOP charge

# With Constantly Improving Capital Efficiency and Free Cash Flow Profile

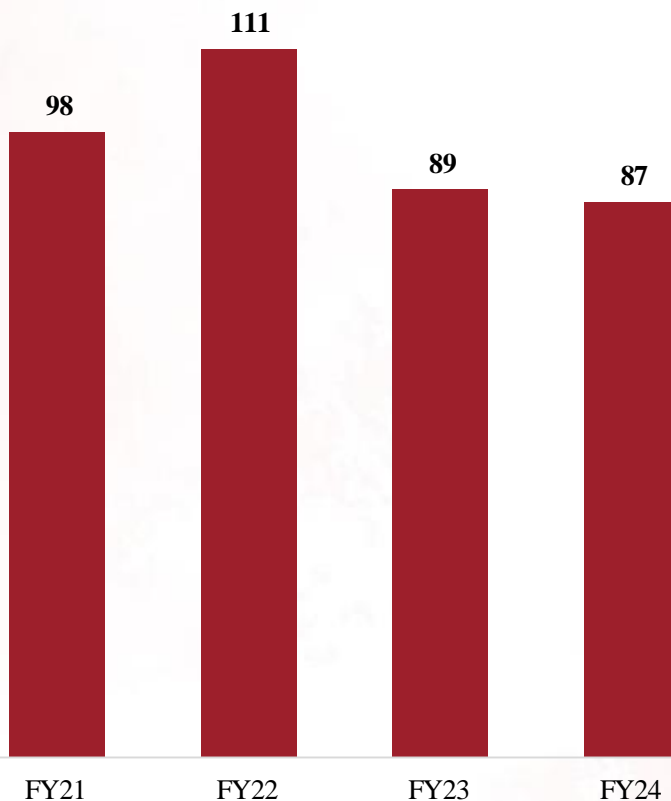


### Robust ROCE Metrics

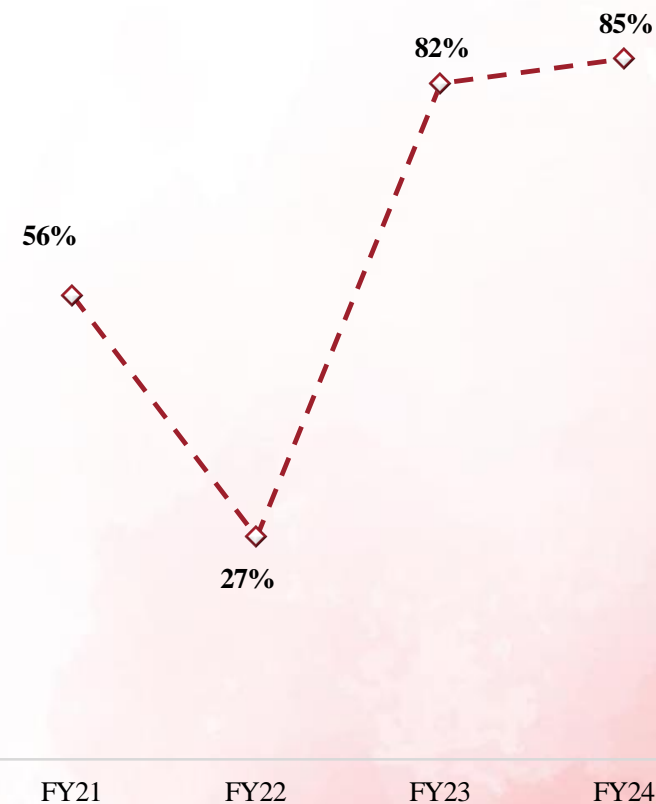


—◇— ROCE (%)

### Reducing Net Working Capital Days

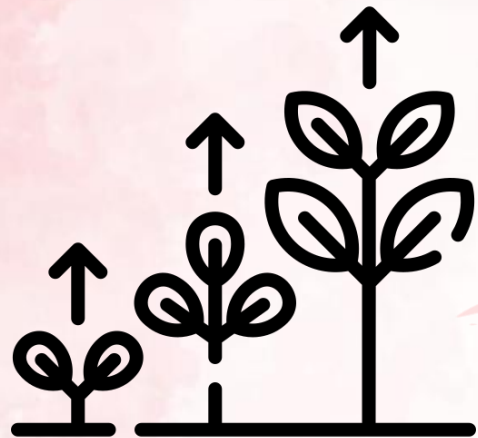


### Strong Cash Flow Conversion



—◇— Operating Cash Flow / Operating EBITDA (%)

Note: ROCE = EBIT/(Net Worth + Net Debt - Mutual Fund Investments)



# Key Pillars for Growth



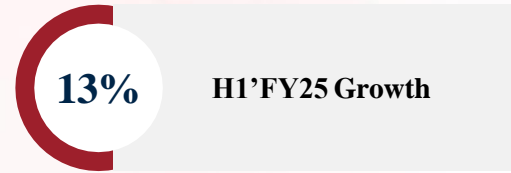
# **Domestic Business**

## **Driving Growth, Gaining Momentum**

# One of the Fastest Growing Domestic Pharma Companies



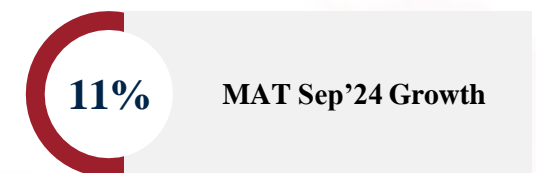
One of the Fastest Growing Domestic Pharma Companies



vs **8%** for IPM

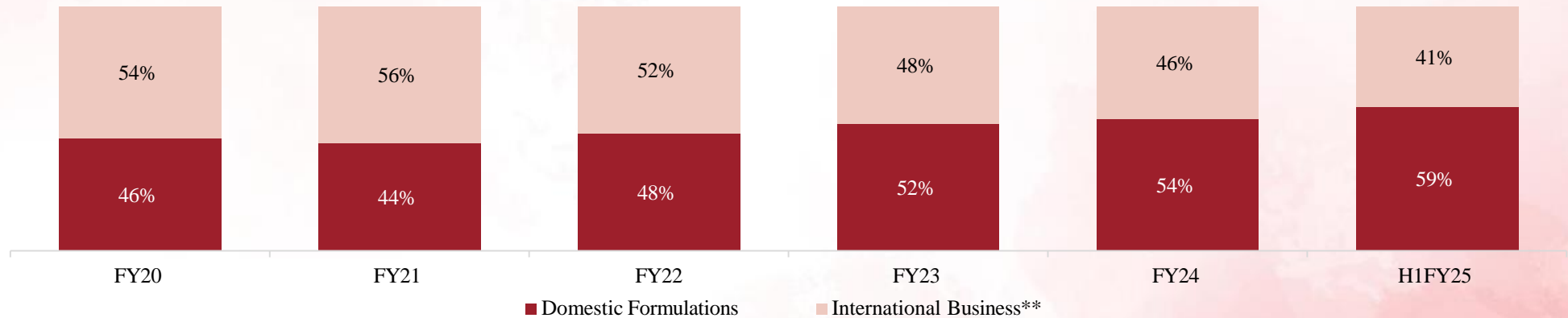


vs **8%** for IPM



vs **9%** for CVM\*

Increasing Share of Domestic Revenue



Note: Market data as per IQVIA

\* Covered Market

\*\* International business = International Formulations + CDMO + API



# With Strong Prescription Business Driving Growth for Progressive Therapeutic Categories with Specialist HCPs



## Prescription Volume Growth Outperforming IPM\*

Prescriptions CAGR (MAT Sep'20 - MAT Sep'24)

14%

11%

IPM



16<sup>th</sup>

Prescription Rank in IPM

## Strong Prescriber Connect across Specialities



135,000 General/ Consulting Physicians



30,000 Dentists



20,000 Pediatricians



3,000 Nephrologists



23,000 Gynaecologists



20,000 Ophthalmologists



8,400 Cardiologists



2,500 Gastroenterologists



# **Core Therapeutic Portfolio Offerings**

# Meaningful Offerings in Cardio-Vascular Disease (CVD)



Catering to Cardiac and Cardio-Metabolic Disorders across the Nephro-protection gamut

- Hypertension**
- Ischemic Heart Disease**
- Heart Failure**
- Dyslipidemia and ASCVD**
- Chronic Metabolic Disorders**

- Primary and Secondary Hypertension**
- Resistant Hypertension**
- Diabetic Hypertension**
- Coronary Arterial Disease (CAD)/ Coronary Heart Disease (CHD)**
- Congestive Heart Failure**
- Hyperlipidemia**
- Primary Dyslipidemia**
- Athero-Sclerotic CardioVascular Disease (ASCVD)**
- Type 2 Diabetes**
- Diabetic Kidney Disease (DKD)**

	#1 Rank in <b>Resistant Hypertension Market</b> with robust CCB* Nifedipine	
	#2 Rank in <b>Diabetic Hypertension market</b> with CCB Cilnidipine & combinations	
	#1 Rank in CCB + Beta-Blocker combination	
	#3 Rank in <b>Heart Failure</b> (Sacubitril/ Valsartan)	
	#7 Rank in the competitive Rosuvastatin market	
	<b>Unique siRNA**</b> to treat high levels of LDL cholesterol	
	Unique SGLT2 Inhibitors & DPP-4 Inhibitors that reduce progression of kidney disease	

**Foray into adjacent new therapies**

- GLP-1\*\*\* Agonists** to treat CVD factors like T2D, Obesity
- Diabetic Retinopathy**
- Anti-coagulants and Anti-platelet therapies**
- New age non-steroidal mineralocorticoid receptor antagonist (MRA)** for treating DKD and Heart Failure

Note: Market rankings as per IQVIA \*Calcium Channel Blocker \*\*small Interfering RiboNucleic Acid \*\*\*Glucagon-like Peptide - 1

# Offering the Gastro-Intestinal (GI) Health Continuum: Paediatric to Geriatric



in H2RA for GERD



2<sup>nd</sup> Highest Prescribed Brand in GI Market

## RANTAC®

- JB's GERD range includes H2-Receptor Antagonist (H2RA) for GERD - Ranitidine & PPIs\* - Rabeprazole
- Strong brand franchise built catering to **multiple upper & lower GI conditions** and to **adult and paediatric conditions**.



For Paedia GER

Gastro-Esophageal Reflux Disease (GERD)

- House of JB offers a **range of probiotic combinations** to treat Functional GI Disorders ranging from Dyspepsia to Bloating and Abdominal Pain, with primarily Lactobacillus strains
- Probiotic brand franchise **SPORLAC** offers solutions towards **maintaining GUT HEALTH** by targeting various symptoms of Gut Dysbiosis\*\*

Irritable Bowel Syndrome (IBS)



Prebiotic + Probiotic combination for IBS

Lactobacillus Coagulans, B.Clausii & combinations

Lactobacillus Rhamnosus

Functional Abdominal Pain

Large Brand Franchises built through Lifecycle Management to treat prevalent **FUNCTIONAL GI DISORDERS AND DYSBIOSIS**

Hyperacidity/ Dyspepsia

- JB offers **ANTACID** salts like Calcium, Sodium salts with Simethicone and Magaldrate combinations under the brand franchise **RANTAC** in liquid formats.
- GI remains one of the fastest growing categories in India, owing to the increasing prevalence of GI symptoms.



Used for relieving acidity, heartburn, stomach ulcers & GERD

GI Infections/ Amoebiasis

- **Metronidazole & combinations** used for treating amoebic dysentery, gastrointestinal bacterial infections and associated diarrhoea
- The brand franchise **METROGYL** franchise has grown to include solutions for treating upper and lower GI tract conditions including oral infections to Inflammatory Bowel Disease (IBD) & Colon infections



Constipation

- JB's unique **Paediatric Laxative** Polyethylene Glycol 4000 PEG is used to treat constipation in children from 7 months to adolescence.



Diarrhoea

- JB's range of paediatric products for **treatment and management of diarrhoea** include probiotic (L.Rhamnosus strain) and **Zinc supplements** for Immunity & Diarrhoea Management



\*Proton Pump Inhibitors

\*\*Dysbiosis is a condition where the balance of microorganisms in the body is disrupted, which can lead to a variety of health issues



# Catering to Acute and Chronic Ophthalmological Conditions

Increase in aging population, increasing computer usage, growing prevalence of ocular allergies linked to environmental factors, increasing accessibility to advanced surgical treatments make the Ophthalmologic pharmaceutical market, a fast growing sector

## Fastest Growing Ophthal Player in India, Ranked **6** in Total Ophthal Market



### Anti-Glaucoma

- ✓ Glaucoma – High IOP\*
- ✓ Post-care Refractive Surgery (Lasik, Surface Ablation)



### Anti-Infectives

- ✓ Pre & Post Cataract and Retinal Surgery
- ✓ Ulcers & Bacterial Infections
- ✓ Conjunctivitis



### Tear Substitutes

- ✓ Dry-eye
- ✓ Bacterial and Viral Infections



### Anti-Allergy

- ✓ Allergic Conjunctivitis



### NSAID

- ✓ Diabetic Macular Edema
- ✓ Episcleritis
- ✓ Pre & Post Cataract & Refractive Surgery



5 out of 11 brands are market leaders in their respective categories

Potential to expand in adjunct and progressive categories

Retina Care

Anti-VEGF treatment

Dry Eye Management

Wet Age-related Macular Degeneration (AMD)

Note: Market rankings as per IQVIA (MAT Sep'24)

\*Intra-Ocular Pressure

# Pan India Go-To-Market Model with Consistent Productivity Improvement

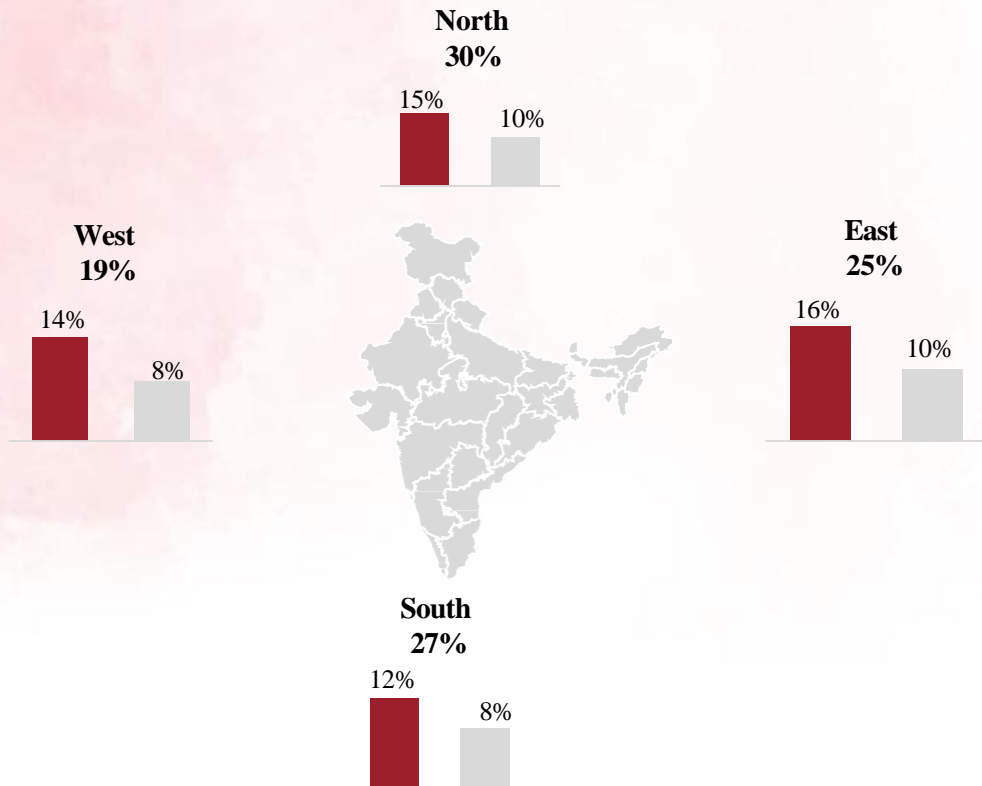
## Pan India Presence

x% Sales contribution by zone (MAT Sep'24)

■ JB Pharma CAGR (MAT Sep'22-24)

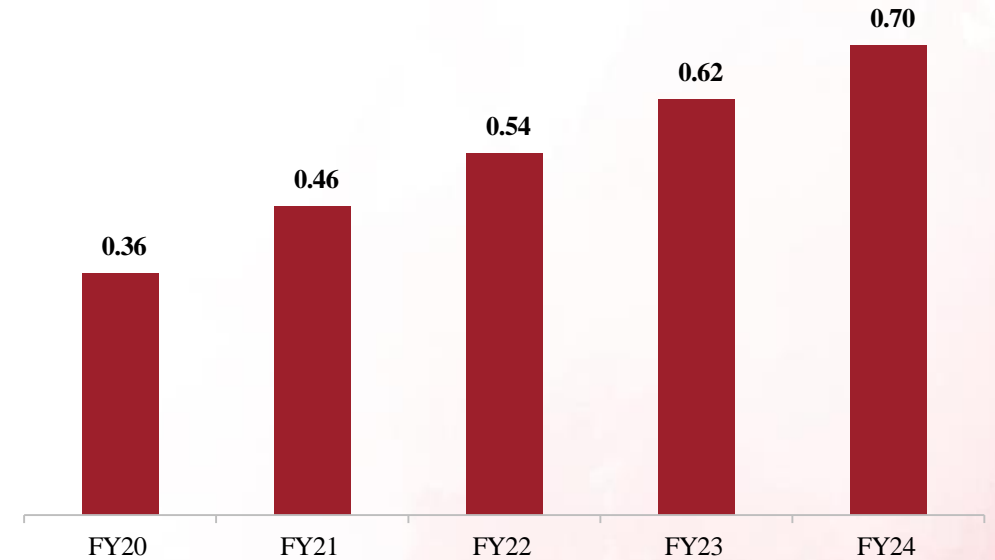
■ IPM CAGR (MAT Sep'22-24)

**2,600+**  
Field Force (Including Supervisors)



## Sustained Improvements in Field Force Productivity

Field Force Productivity – Per Capita Per Month (INR Million)\*



- ✓ Restructured GTM led to unlocking of prescriber synergies when new management took over
- ✓ Existing field force deployed for new therapeutic categories like Nephrology, Pedia, Respiratory, Diabetes and acquired brands
- ✓ Productivity poised to improve 10-12% annually in the short to medium term horizon

# With Synergistic Brand Acquisitions bolstering Chronic and Progressive Therapy Presence



		Key Brands Acquired	Rationale	New / Existing TAs	
FY22	1	Probiotic and IVF Portfolio	<ul style="list-style-type: none"> <li>Sporlac, Lobun, Gynogen, Pubergen</li> </ul>	<ul style="list-style-type: none"> <li>Overlap in the prescriber base (more than 70% of prescribers are General Physicians / Consulting Physicians who are key prescribers base for JB)</li> <li>Strong complementarity with gastro portfolio along with strong distribution upsides</li> </ul>	✓
	FY23	2	Cardiology Brand (Heart Failure)	<ul style="list-style-type: none"> <li>Azmarda</li> </ul>	<ul style="list-style-type: none"> <li>Presence across the 3 most progressive cardiology segments (i.e., hypertension, heart failure and lipid lowering)</li> </ul>
3		Cardiology Brand (Statins)	<ul style="list-style-type: none"> <li>Razel</li> </ul>	<ul style="list-style-type: none"> <li>Leapfrogged JB's position to #8 from #15 in FY20 in the cardiology segment in India</li> <li>Cardiac coverage increased to 78%</li> </ul>	✓
4		4 Pediatrics Brands	<ul style="list-style-type: none"> <li>Z&amp;D, Pedicloryl, Pecef</li> </ul>	<ul style="list-style-type: none"> <li>Complements JB's existing pediatric field force leading to minimal additional costs</li> <li>Strengthens presence across all major pediatrics areas</li> </ul>	✓
FY24	5	Ophthalmology Brand Portfolio*	<ul style="list-style-type: none"> <li>Simbrinza, Travatan, Vigamox, Nevanac, Travacom</li> </ul>	<ul style="list-style-type: none"> <li>High growth therapy segment</li> <li>Access to a patient pool comprising of cataract and over 3 million glaucoma patients</li> </ul>	✓

✓ Enter new TAs ✓ Strengthen presence in existing TAs

Note: Market data as per IQVIA

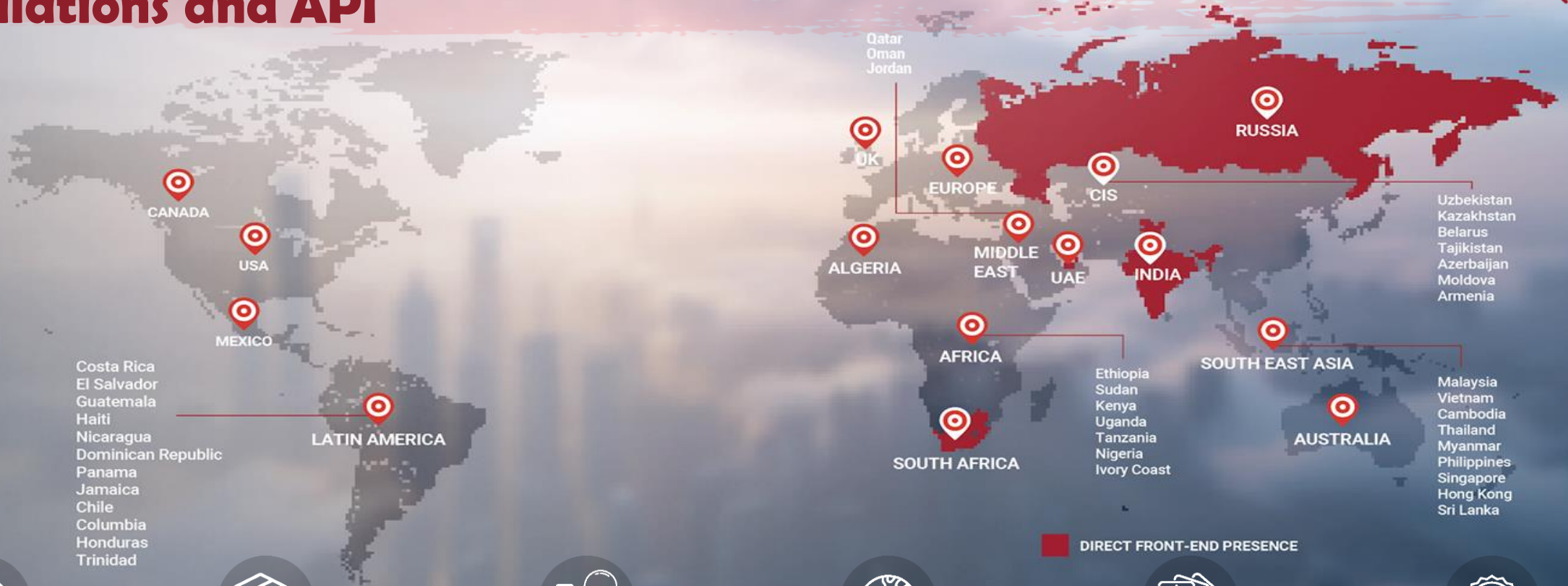
\*In-Licensed for 3 years till CY26, with JB Pharma to receive perpetual license for the brands post the same



# **International Business - A Strategically Differentiated Business adding to our Global Equity**



# Diversified International Business Across CDMO, Branded Formulations and API



Exports to over **40+ regulated and semi-regulated markets**



Wide range of export solutions: Tablets, Capsules, Herbal Syrups, API, Lozenges & Injectables



4 International Subsidiaries - **Russia, South Africa, UAE and Phillipines** with direct presence



Distributor Relationships in the **US, Asia, Africa and LatAm** with long-term marquee clients



Leading Global Position in the **INR 391 Bn Lozenges Market Opportunity**



Strong Technical Capabilities with substantial available capacities to drive future growth

International Business Revenues (FY24)  
INR 15,870 Mn

**4320 Mn**

CDMO  
27%

**11,550 Mn**

Formulations and API  
73%

# Among the Top 5 CDMOs Globally for Lozenges

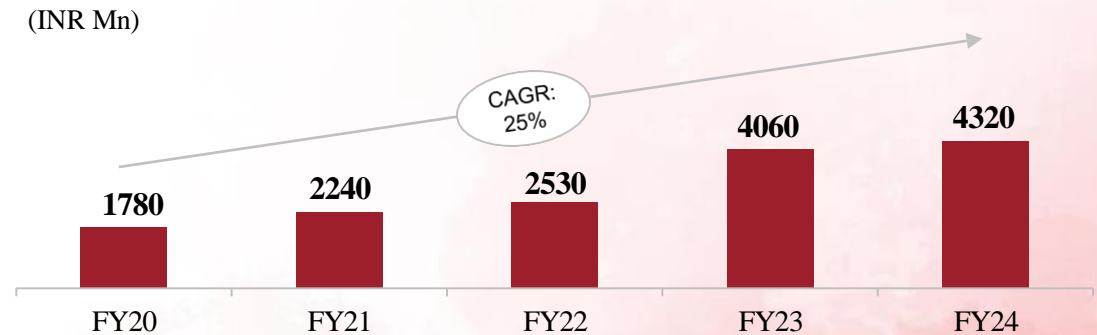
## Key Highlights

- Top 5 global manufacturers of medicated and herbal lozenges**
- Marquee Clientele and Brands across globally renowned consumer health and Pharma MNCs**
- Approvals from all global markets including US, Europe and other regulated markets**
- Multiple dosage capabilities**
  - Centre-filled soft-centre and Powder lozenges
  - Herbal and Medicated Lozenges
- Preferred development partner – majority business through own IP**
- Significant spare capacity available to support growth**

## Key Enablers

State-of-the-art Manufacturing Infrastructure Approved by Global Regulators	Best-in-class Equipment and Systems Adhering to Global Pharma Standards	Strong R&D and Unique Analytical Capabilities in Lozenges Development and Manufacturing	Tenured Customer Relationships Enabling Ease of Collaboration and Co-creation of Products

## Track Record of Strong Revenue Growth



**CDMO Business Continues to be a Priority Area with Focus on ROCE and Good Operating Margins**



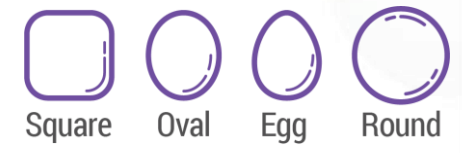
# look what we've done with 'simple' lozenges

## Customised for your unique needs

Myriad flavours to suit all needs



Shapes produced under stringent quality control measures



Our experience of 2 decades in manufacturing lozenges has led us to export to 40+ countries and be the partners of choice for leading MNCs



Among the top 5 manufacturers of lozenges globally

Unmatched technological lead in customising herbal & medicated lozenges

Centre-filled and powder-filled lozenges

Processes developed for analytical method markers of herbal lozenge products



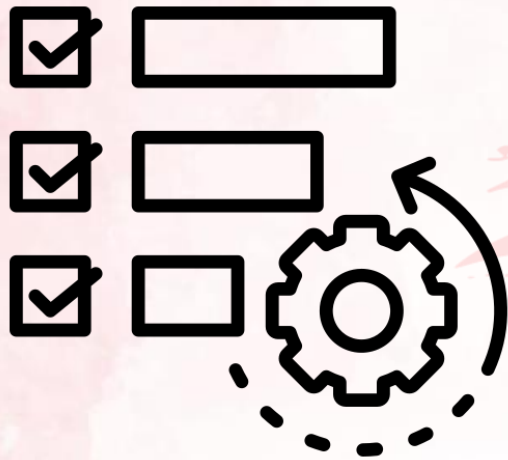
Innovative concepts developed for sleep disorder, pain management, immunity-boosters and anti-inflammatory



Our lozenges are made from well-researched formulations under precise manufacturing techniques and stringent quality control methods

Our lozenges plant in Daman is fully automated, with state-of-the-art machines from Germany, GMP compliant, and has EU GMP, SAHPRA, TGA (Australia) and EA EU accreditations





# Organizational Strengths



# manufacturing & research excellence



Manufacturing to the world's highest standards across 8 facilities



Our manufacturing facilities are approved by 27 leading international regulatory authorities



World's largest manufacturers and suppliers of Diclofenac API



Innovative packaging delivery formats including sachets, stick packs, etc.



Producing a wide array of dosage forms



At the heart of our success lies the alchemy of innovation. Our R&D brilliance is spread across 3 centres which are approved by the Department of Scientific and Industrial Research (DSIR) and Good Laboratory Practices (GLP)



A fully automatic pilot plant/machine dedicated for research and development purposes

Quality for us is a driving force, in processes, practices, products and people

8 state-of-the-art manufacturing plants

SR NO.	HEALTH AUTHORITY	FACILITY APPROVED FOR
1	US FDA	Tablets, APIs, Capsules
2	EU GMP	Tablets, Capsules, Lozenges, Ointments, Gel, Creams, Liquid
3	SAHPRA, South Africa	Tablets, Lozenges, Injectables, Creams, Ointment, Liquid, Hard shell Capsules, Eye drops
4	TGA, Australia	Tablets, Lozenges, Liquid, Ointments, Gel, Creams
5	PIC/S (MOH, Ukraine)	Tablets, Lozenges, Injectables, Ointments, Gel, Creams, Liquid, Powder
6	MOH, Japan	API
7	EAEU	Tablets, Hard shell Capsules, Lozenges, Injectables, Ointments, Gel, Cream, Liquid
8	ANVISA, Brazil	API, Injectables
9	Health Canada	Liquid, Lozenges
10	MOH, Korea	API



State-of-the-art T20 US FDA accredited solid dosage manufacturing facility at Panoli, Gujarat



State-of-the-art Ti-10 US FDA accredited solid dosage manufacturing facility at Panoli, Gujarat



State-of-the-art D9 US FDA accredited API facility at Panoli, Gujarat



State-of-the-art Solid Dosage & Lozenges manufacturing facility at Kadaiya, Daman



State-of-the-art IV-17 Sterile preparation - Ampoule/ Vial/FFS manufacturing facility at Panoli, Gujarat

# technology that sets us apart!



Multi-layer  
tableting technology



Wurster  
Technology



Floating drug  
delivery system



Centre-filled,  
powder-filled lozenges



Extrusion/Spheronization  
techniques



Delayed/Extended  
release delivery systems



Laser-drill Osmotic Drug  
Delivery System (OROS)

We use innovative and advanced techniques to deliver highly efficacious and superior quality drugs for enhancing treatment outcomes



Our cutting-edge facilities and skilled expertise are well-equipped to handle novel drug delivery techniques that are focused on delivering the molecule in the most convenient form to patients



# Our ESG Imperative

## building a sustainable future for good health



### ESG GOALS & TARGETS

**To meet 40% of power demand from renewable energy by FY 2026-27 and 100% by FY 2032-33.**

**Carbon neutral in direct operations (Scope 1 and 2 emissions) by FY 2032-33.**

**Zero Liquid Discharge (ZLD) for all plant location.**

**Achieve Zero Waste to Landfill by FY 2032-33**

**Achieve Water Positivity by FY 2032-33**

**Enhance women representation in workforce (permanent) to 15% by FY26-27 & across cadres to 25% by FY 2032-33**

**25 average learning hours per employee by FY 2026-27**

# Reaching Out & Giving Back



At JB Pharma, we believe in nurturing a healthier world for all. From social to environmental, we have been a steadfast supporter whenever critical issues arise and will always be a force for good, shaping a healthier, brighter future for all our stakeholders – patients, communities and the environment we share.

The objective of our CSR Policy is to create and encourage, directly or indirectly, a positive impact on society at large through CSR activities undertaken by the company

JB Pharma undertakes CSR activities directly or through not-for-profit organizations in the areas of healthcare, education, environment, alleviation of poverty or as a humane response to any other cause presented by the external environment



#### Feeding the Future!

Partnering with Akshaya Patra Foundation, we provide wholesome mid-day meals to more than 3000 students of 16 public schools in Silvassa and Ahmedabad



#### Vision Restoration Program

We are transforming lives in the rural and tribal areas of Madhya Pradesh through the 'Vision Restoration Program' in collaboration with Parivaar Education Society, by organizing eye camps, diagnosing numerous patients and contributing to vision restoration surgeries



#### Combating Child Malnutrition

In collaboration with the Centre for Microfinance, we launched efforts to enhance access to quality health and nutrition for women and children across 50 villages in Reodar block, Rajasthan



#### For a Better Tomorrow

Our efforts towards contributing to education have resulted in hands-on practical science education through mobile science labs for children studying in 40 public schools in Bharuch district, Gujarat and 20 public schools in Daman through Agastya International Foundation

\*Results are compared with base year FY22-23 values

# Looking Ahead to Sustainable Growth

## **Domestic business to consistently outperform market growth driven by**

- Big brands becoming bigger and strengthening brand franchises
- Market share & prescription gains in acquired portfolio of probiotics, heart-failure, paediatric and cardiology
- Enhanced focus on chronic and high growth portfolios

## **Sustained thrust on cost optimization initiatives**

- Deliver EBITDA margins in the range of 26% - 28%, despite inflationary pressure & external market uncertainties
- Cost savings continue to be area of focus

**Domestic and CDMO business should account for 75% - 80% of total revenue in the mid-term. Both businesses generate high operating ROCE and margins**

## **Continued growth momentum in International business**

- Maintain growth momentum for CDMO business aided by new launches, new partners and expansion into newer geographies
- Focus on building progressive portfolio for the long term in ROW markets

## **Continue building culture of governance & strong compliance**

- Increased focus on business sustainability by strengthening ESG, governance and compliance standards
- Continue to build upon One JB Way culture and corporate identity

**Domestic business should continue to deliver market-beating growth; Focus on increasing chronic business share to 60% within domestic business in the mid-term**





**THANK YOU!**