



GOOD PEOPLE
for GOOD HEALTH

May 17, 2024

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,

Sub: Company Presentation

Enclosed is Company's presentation on financial results for the quarter and year ended on March 31, 2024. The Company proposes to make/circulate this presentation to the investors/analysts.

Kindly take the same on record.

Thanking you,

Yours faithfully,

For J. B. Chemicals & Pharmaceuticals Limited

Sandeep Phadnis
Vice President – Secretarial
& Company Secretary

Registered Office:

J.B. Chemicals & Pharmaceuticals Limited,
CIN: L24390MH1976PLC019380
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GOOD PEOPLE
for GOOD HEALTH

JB Pharma – Q4 and FY24

Investor Presentation

May 17, 2024



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GOOD PEOPLE
for GOOD HEALTH

JB PHARMA

Dosage forms

GI leader
Leadership

Key therapies

OROS

OROS

State of the art facilities
Focused markets
RU, CIS, & SA

Dosage forms
GI leader

State of the art facilities
Leadership

Pillar Brands

OROS

Dosage forms

Cardiac leader

Market-beating

Specialty probiotics leader

Focused markets
RU, CIS, & SA

Synergistic acquisitions

ESG benchmarked

Peak productivity

Consistency of delivery

Global regulatory approvals

Cardiac leader

Medicated/Herbal lozenges

GI leader

Focused markets

RU, CIS, & SA

Domestic outperformer

Market-beating

Strong FCF

ESG benchmarked

Medicated/Herbal lozenges

Pillar Brands

Specialty probiotics leader

Global regulatory approvals

GI leader

Realigned GTM

ESG benchmarked

Strong FCF

Cardiac leader

Leadership

Dosage forms

GI leader

Synergistic acquisitions



47

Years of operations with consistent track record across multiple businesses

5

Brands among top 300 brands (IQVIA MAT Mar'24 data), contributing over 50% of domestic formulations revenues

40+

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

Top 5

Global manufacturer of medicated/herbal lozenges representing a substantial opportunity

22%

Growth in chronic therapies* in the domestic formulations business

2600+

Strong India field force# with therapy-focused segmentation

8

Multi-dosage formulation plants with key global approvals/compliances

27%

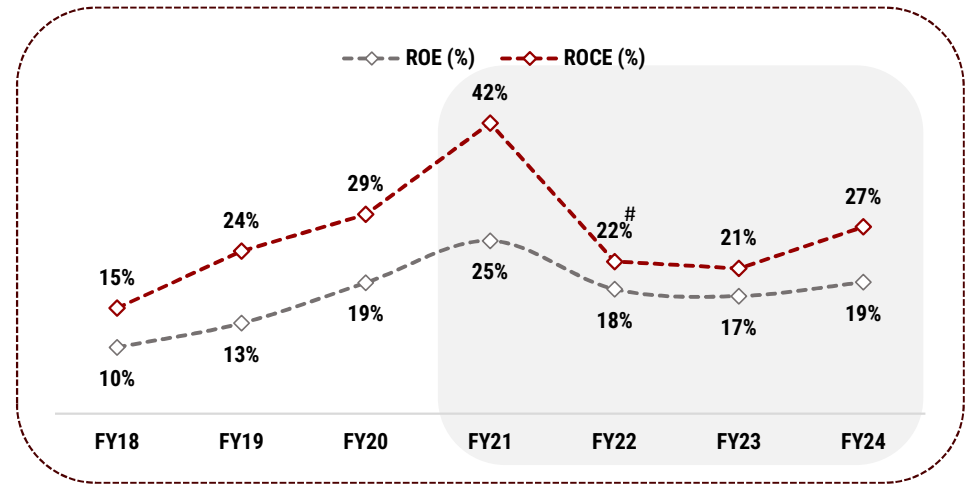
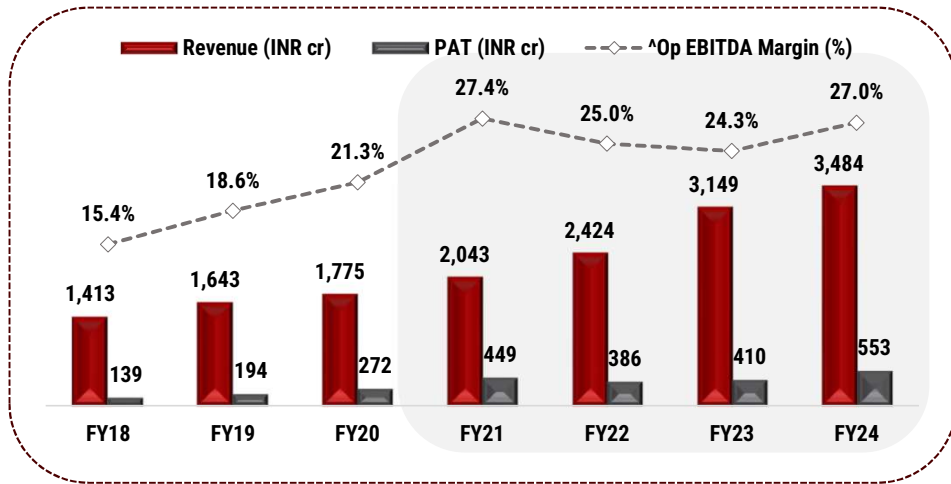
Strong ROCE** with consistent cash flow generation

* CAGR over FY21-FY24 (IQVIA MAT Mar data)

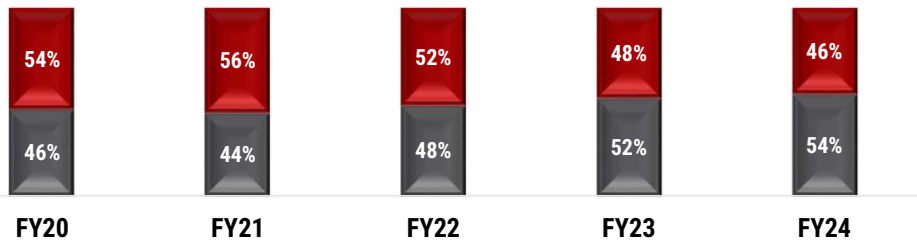
#Includes MR and Supervisors

** ROCE for FY24 - $ROCE = EBIT / (Net\ Worth + Net\ Debt - Mutual\ Fund\ Investments)$

Corporate Snapshot – Financial Overview

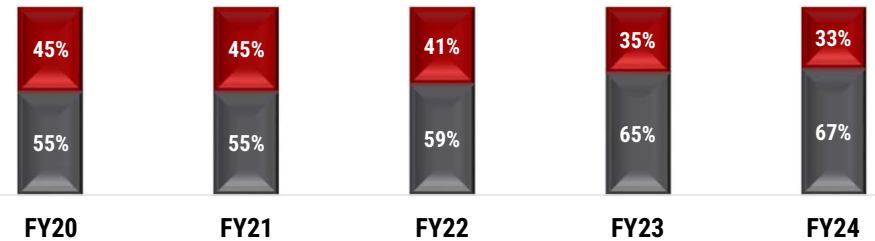


Increasing Share of the Domestic Revenue



■ Domestic Formulations ■ International Business*

Increasing Share of the Domestic Formulations + CDMO** in the total business



■ Domestic Formulations + CDMO ■ Other International Business

*International business = International Formulations + CDMO + API

^Operating EBITDA is after excluding non-cash ESOP Charge

ROCE impacted due to investments in acquisition

** CDMO=Contract Development and Manufacturing operations

World Class Manufacturing Facilities



8

State of the Art
manufacturing
facilities

40+

Global
Regulatory
Accreditations

10

Dosage forms
produced



Tablets



Capsules



Liquids



IV Infusions



Ampules



Vials



Ointments



Cold Rubs



Lozenges



Sips



A large, thick, dark red graphic element that starts as a curved line on the left side of the slide and then extends horizontally across the bottom of the slide.

Q4 and FY24 Business Performance

CEO's Message



**Nikhil Chopra,
CEO & Whole Time Director**

Views on Q4 and FY24
business performance

JB Pharma continued its momentum in the quarter with market beating growth in domestic business. With strong focus on our leading brands, we continue to drive higher than market volume growth and gain share in our core therapeutic areas. The Ophthalmology portfolio has seen smooth transition in Jan'24 and the business has started to gain momentum.

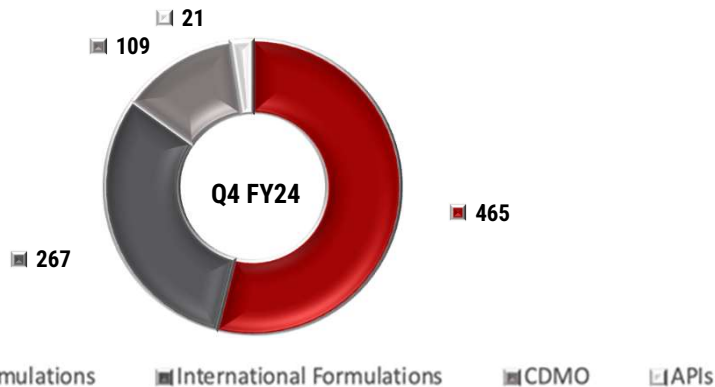
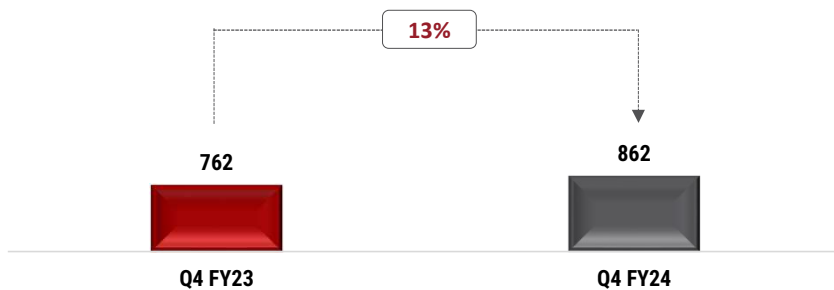
The International business excluding South Africa recorded double-digit growth. The focus on improving business mix and cost management strategies has helped international business improve overall operating margins despite increase in freight costs on account of geo-political issues.

With continued thrust on Domestic and CDMO businesses, we feel confident that the company will continue to deliver sustained revenue growth and improved operating margins in the medium to long term.

Results Overview: Q4 FY24 vs Q4 FY23



Revenues (INR crores)

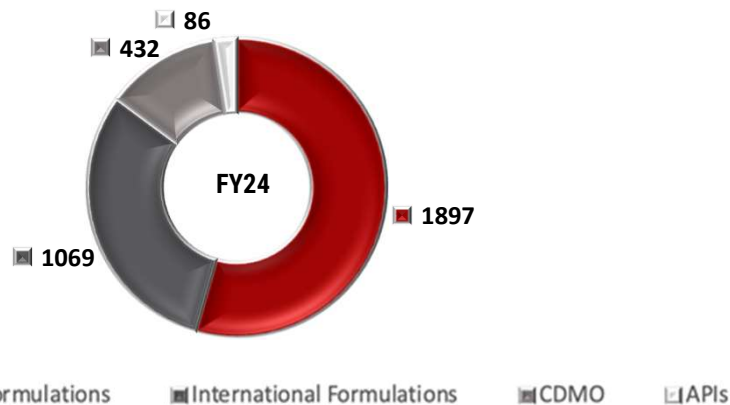
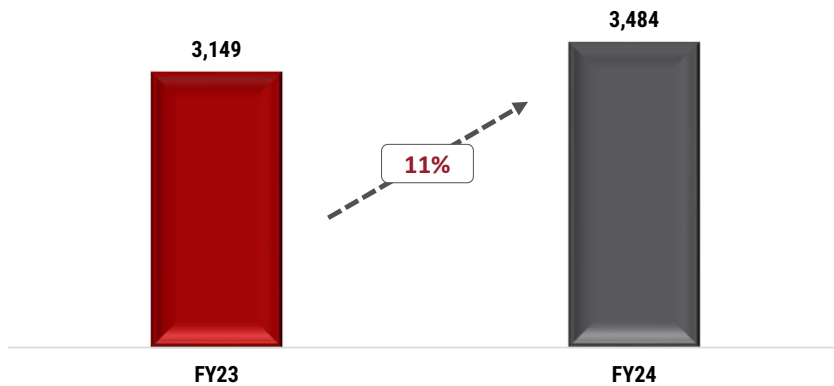


- JB Pharma recorded revenue growth of 13% to INR 862 crores
- Domestic business revenue grew 22% to INR 465 crores
 - Excluding recently added ophthalmology portfolio, organic growth for domestic business was 13%
- International business revenue grew 4% to INR 397 crores
 - Excluding South Africa business, International formulations business registered YoY growth of 15%
 - For the first time ever in any fourth quarter, CDMO business crossed INR 100 crores revenue

Results Overview: FY24 vs FY23



Revenues (INR crores)



- Total revenue for the organization grew 11% to INR 3484 crores
 - Excluding South Africa business and recently added ophthalmology portfolio, revenue registered YoY growth of 13%
- Domestic business revenue registered growth of 16% to INR 1897 crores
 - Excluding ophthalmology portfolio, domestic business grew 13%
 - Acute season remained weak throughout the year and impacted overall growth
- International business grew 5% to INR 1587 crores
 - Overall revenue growth impacted by strategic choices made in international business especially South Africa
 - Excluding South Africa business, International business revenue registered YoY growth of 12%

EBITDA Analysis



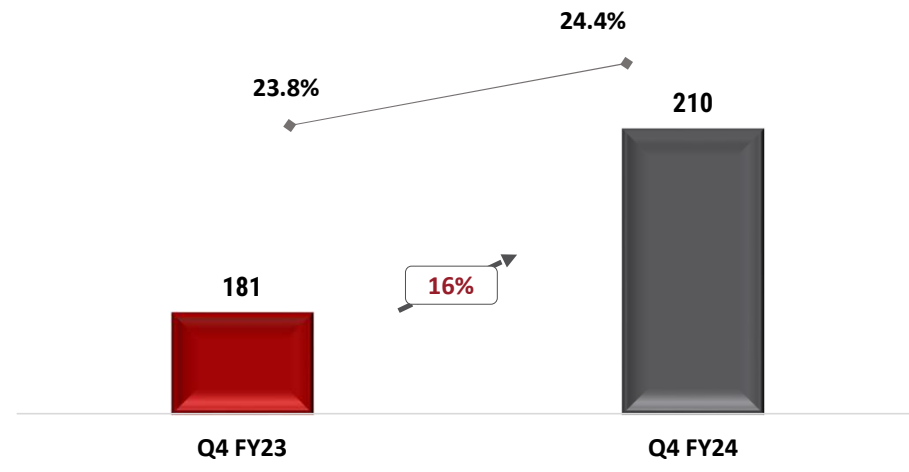
INR crores	Q4 FY24	Q4 FY23	FY24	FY23	
Revenue	862	762	3484	3149	
Reported EBITDA	198	164	897	696	
Non Cash ESOP Charge	12	17	42	69	Included in Employee Benefits expense
^Operating EBITDA (excluding ESOP charge)	210	181	939	765	
Operating EBITDA margins	24.4%	23.8%	27.0%	24.3%	

[^]Operating EBITDA is after excluding non-cash ESOP Charge

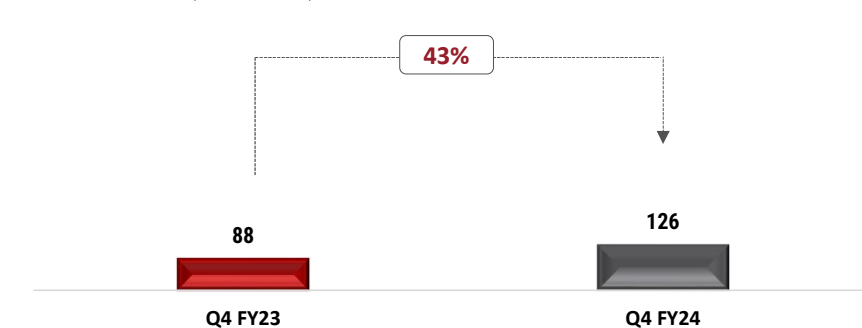
Financial Overview Q4 FY24 vs Q4 FY23



Op EBITDA (INR crores)



Profit After Tax (INR crores)

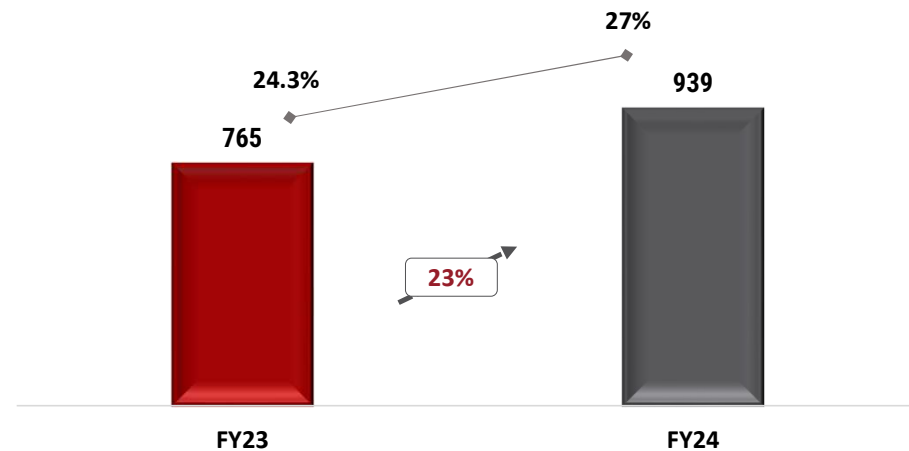


- Operating EBITDA registered YoY growth of 16% to INR 210 crores; Operating EBITDA margins were at 24.4% (YoY improvement of 60 bps)
- Gross Profit improved by 15% to INR 561 crores
 - Gross Profit margins witnessed YoY improvement of 130 bps, reaching 65.2%
- Other Expenses increased to INR 211 crores vs INR 188 crores primarily due to high freight costs on account of the international business
- Depreciation increased to INR 41 crores as compared to INR 32 crores primarily on account of amortization of the ophthalmology distribution and promotion license fees
- Finance cost reduced to INR 9 crores vs INR 14 crores on account of debt repayment during the quarter
- Other income surged to INR 17 crores vs INR 5 crores in Q4 FY23 primarily due to fair value income of certain investments
- PAT improved to INR 126 crores in Q4 FY24, recording YoY growth of 43%

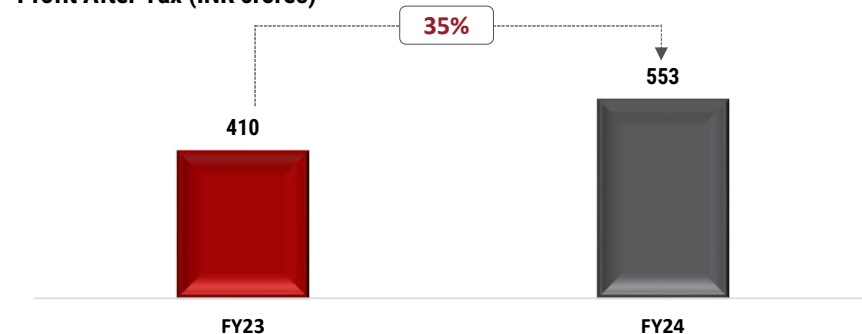
Financial Overview FY24 vs FY23



Op EBITDA (INR crores)



Profit After Tax (INR crores)



- Operating EBITDA was INR 939 crores vs INR 765 crores (YoY growth of 23%); Operating margins improved by 270 bps to 27%
- Gross Margin witnessed improvement of 320 bps to 66.1% as compared to 62.9 %
 - Gross Profit reported was INR 2302 crores vs INR 1981 crores, an increase of 16%
 - Cost optimization efforts and a favorable product mix were the primary factors which enhanced margins
- Non-cash ESOP costs reduced to INR 42 crores from INR 69 crores
 - ESOP costs as a percentage to Reported EBITDA reduced to 6% from 10%
- Other Expenses as a percentage to sales witnessed YoY improvement of 50 bps to 23.1% in FY24
 - This is despite freight costs escalating due to ongoing geopolitical issues
- Depreciation increased to INR 138 crores from INR 114 crores on account of amortization of acquired brands
- Other Income increased to INR 37 crores as compared to INR 10 crores on account of increased investments and fair value income of certain investments
- Effective tax rate for the year was 26.4% as compared to 26.1%
- Net Profit increased 35% to INR 553 crores

Balance Sheet FY24: Net Cash Positive; Improvement in ROCE



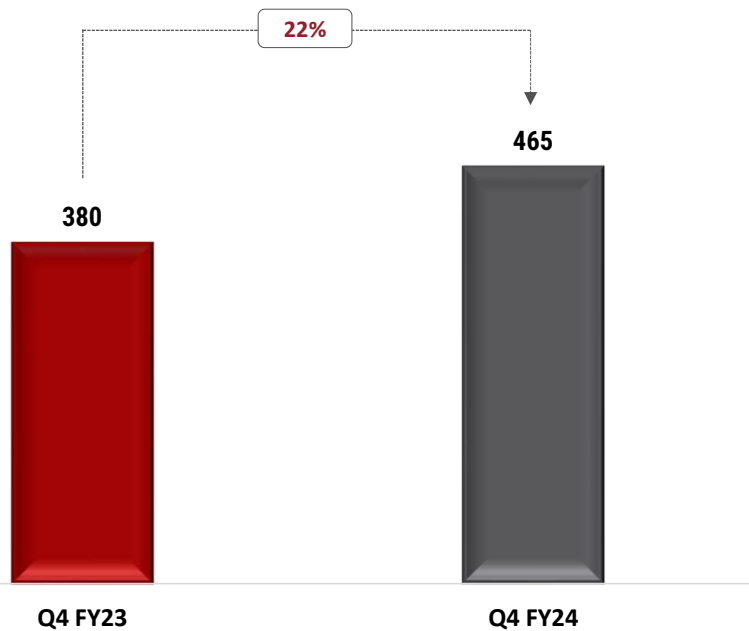
Balance Sheet (INR Cr)	As on 31 Mar'24	As on 31 Mar'23
Net Worth	2923	2480
Other Liabilities	357	287
Total Liabilities	3280	2767
Non-Current Assets	2137	2013
Net Working Capital (Receivables + Inventories - Payables)	834	768
Net Cash Position (Cash and Cash Equivalents + Short Term Investments - Total Debt)	107	-266
Other Current Assets	202	252
Total Assets	3280	2767

- Operating cash flows in FY24 was INR 801 crores vs INR 626 crores in FY23
 - Operating cash flows to operating EBITDA improved to 85% in FY24 vs 82% in FY23
- ROCE improved to 27% vs 21% in FY23 on the back of strong growth in profitability
- Gross Debt reduced to INR 357 crores as on 31st Mar 2024 from INR 548 crores as on 31st Mar 2023
 - Cash and Cash equivalents (including investments in mutual funds) were at INR 464 crores as on 31st Mar 2024 up from INR 282 crores as on 31st Mar 2023
 - JB Pharma now a cash positive company with a net cash position of INR 107 crores as on 31st Mar 2024
- Net Working Capital was 87 days in FY24 vs 89 days in FY23
- Net Capex additions for the year was INR 135 crores chiefly on account of expansion of the lozenges manufacturing facility in Daman

Domestic Business Q4 FY24 vs Q4 FY23



Domestic Formulations (INR crores)

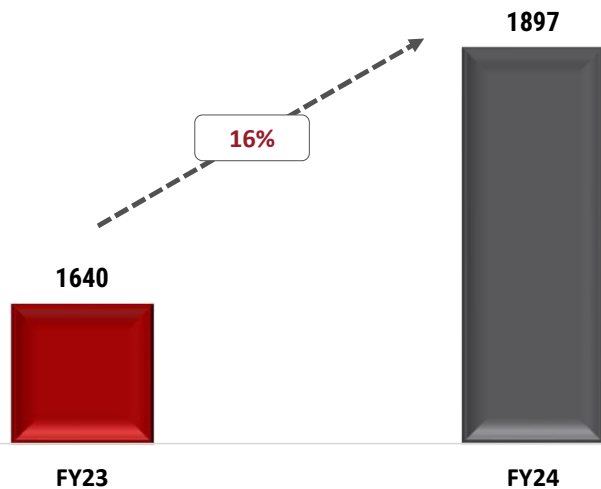


- Domestic business revenue registered YoY growth of 22% to INR 465 crores in Q4 FY24
- As per IQVIA, JB Pharma recorded YoY growth of 7% in Q4 FY24 vs IPM growth of 6%.
 - Excluding ophthalmology portfolio, JB grew 9%
- As per IQVIA data chronic portfolio registered growth of 13%
- Acute portfolio registered YoY growth of 4% (IQVIA data)
- Smooth integration of the Ophthalmology portfolio
 - Ophthalmology portfolio clocked growth of 11% in Mar'24 vs Feb'24 (IQVIA data)
 - Prescriptions registered growth of 12% as IQVIA Mar'24 data vs Jan'24 data

Domestic Business FY24 vs FY23




Domestic Formulations (INR crores)




- Domestic business revenue recorded YoY growth 16% to INR 1897 crores in FY24
- JB Pharma was one of the fastest growing companies amongst Top 25 in the IPM (IQVIA MAT Mar'24 data), registering YoY growth of 10% vs IPM growth of 8%
 - The company now ranks #22 in the market
 - Excluding ophthalmology portfolio, JB Pharma grew 11% YoY
- Chronic business recorded growth of 14% (IQVIA MAT Mar'24 vs MAT Mar'23 data) despite dip in Azmarda sales vs overall chronic segment growth of 10%
- Cilacar franchise is now INR 600+ crore in revenue (IQVIA MAT Mar'24 data); clocked YoY growth of 22%
- Metrogyl franchise crossed INR 300 crore (IQVIA MAT Mar'24 data)
- Sporlac franchise grew 21% to INR 122 crores (IQVIA MAT Mar'24)
- As per IQVIA MAT Mar'24 data, all 5 big brands rank among Top 150 brands in the IPM
 - Cilacar gained 12 ranks to #32, Rantac ranks #35, Metrogyl gained 28 ranks to #114, Cilacar-T gained 47 ranks to #147, Nicardia gained 22 ranks to #150

JB Pharma: One of the Fastest Growing Company amongst Top 25 in the IPM



 One of the fastest growing company among the **Top 25** in the IPM as per IQVIA MAT Mar'24 data

 Continues to outperform the IPM growing at **10%** vs **8%** IPM growth as per IQVIA MAT Mar'24 data

 Excluding ophthalmology portfolio, JB Pharma registered YoY growth of **11%**

 JB registered YoY growth of **10%** as per IQVIA MAT Mar'24 data as compared to the CVM* growth of **9%**

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

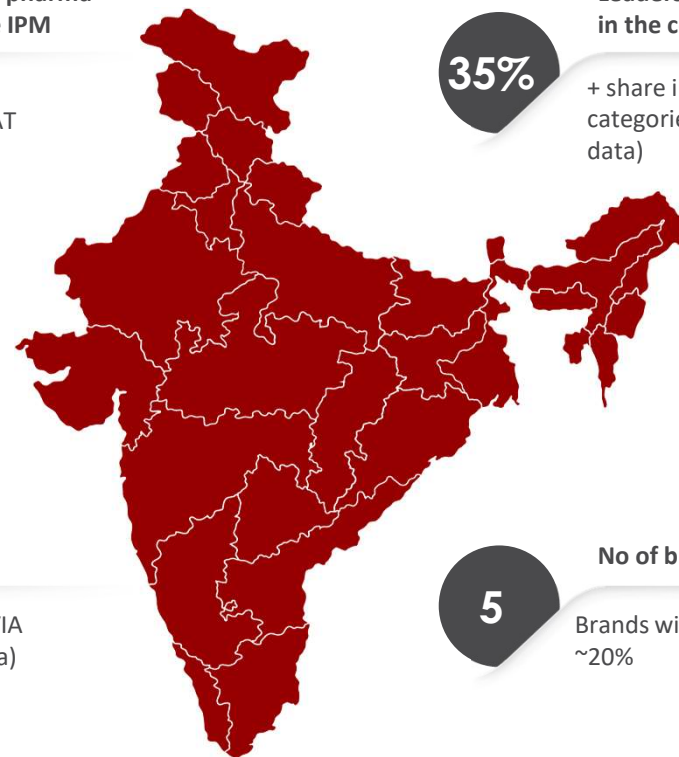
10%

Vs IPM growth of 8% (IQVIA MAT Mar'24 data)

Leadership position in the covered markets

35%

+ share in 6 molecule categories (IQVIA MAT Mar'24 data)



Position in IPM

22nd

Rank in IPM (IQVIA MAT Mar'24 data)

No of brands in Top 300

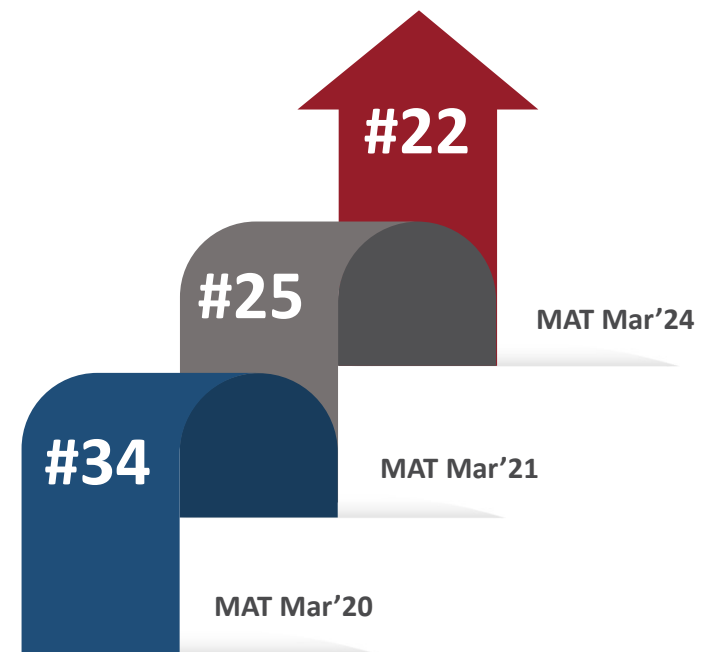
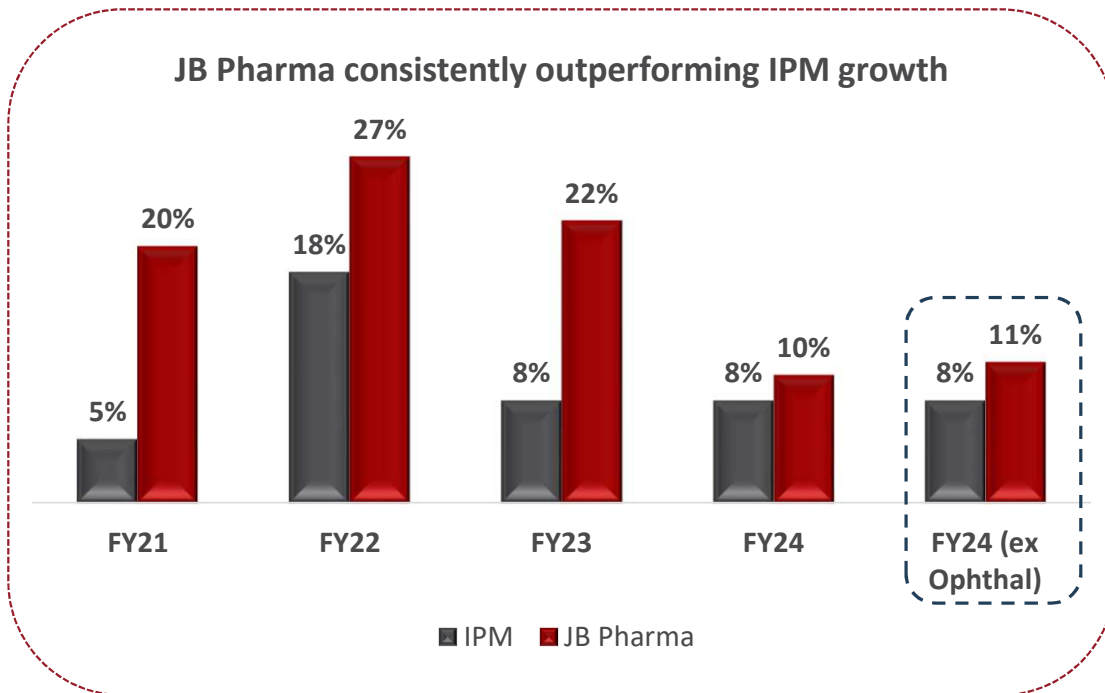
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Brands with 4 years CAGR# of ~20%

* Covered Market

IQVIA MAT Mar'24 vs MAT Mar'21 data

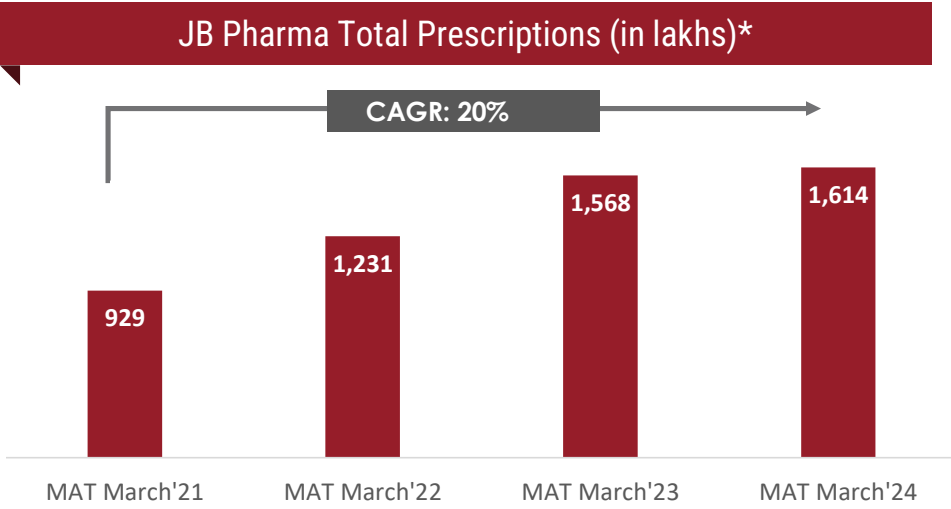
Consistently Outperforming the Indian Pharmaceuticals Market



Consistent Rank Improvement



Consistent Improvement in Prescriptions; Strong Prescriber Connect across Specialities



- JB Pharma ranks #16 in the IPM; recorded prescription growth of 20% (4 years CAGR) vs IPM growth of 18%
- Rantac and Metrogyl amongst the Top 10 most prescribed brands in the IPM

 135,000 Physicians

 23,000 Gynaecologists

 48,000 Dentists

 28,000 Ophthalmologists

 20,000 Pediatricians

 8,400 Cardiologists

 3,600 Nephrologists

 3,500 Gastroenterologists

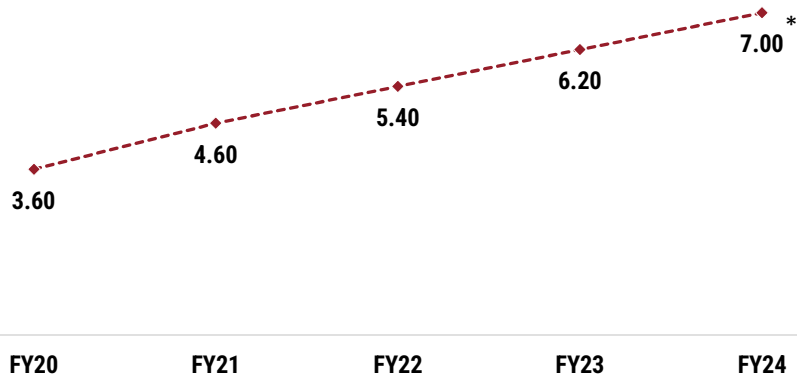
All data as per IQVIA

Productivity Led by Strong Execution: Consistent PCPM Improvement



Constant improvement in PCPM#

Constant improvement in PCPM#



---◆--- Monthly revenue per Medical Representative (INR lakhs)

- PCPM stands at INR 7 lakhs* in FY24 vs INR 6.2 lakhs in FY23; increase of 13%
- PCPM has nearly doubled over a period of 4 years with marginal addition of field force in the organic business
 - Most of the manpower addition has been for the acquired businesses



5 Brands now Rank among the Top 150 in the IPM

	MAT Mar'23 Value Sales*	MAT Mar'24 Value Sales*	MAT Mar'23 Rank	MAT Mar'24 Rank
CILACAR	324	388	#44	#32
RANTAC	353	367	#35	#35
METROGYL	165	207	#142	#114
CILACAR-T	138	173	#194	#147
NICARDIA	147	172	#172	#150

Brand Franchises Getting Stronger



CILACAR®

INR 345 crores → **INR 641 crores**
IQVIA MAT Mar'21 IQVIA MAT Mar'24
CAGR: 23%

CILACAR T

CILACAR M

CILACAR TC

CILACAR TM

CILACAR C

RANTAC®

INR 285 crores → **INR 443 crores**
IQVIA MAT Mar'21 IQVIA MAT Mar'24
CAGR: 16%

RANTAC DOM

RANTAC MPS

RANTAC RD

RANTAC MPS LA

RANTAC R

metrogyl®

INR 192 crores → **INR 309 crores**
IQVIA MAT Mar'21 IQVIA MAT Mar'24
CAGR: 17%

METROGYL P

METROGYL DG

METROGYL IV

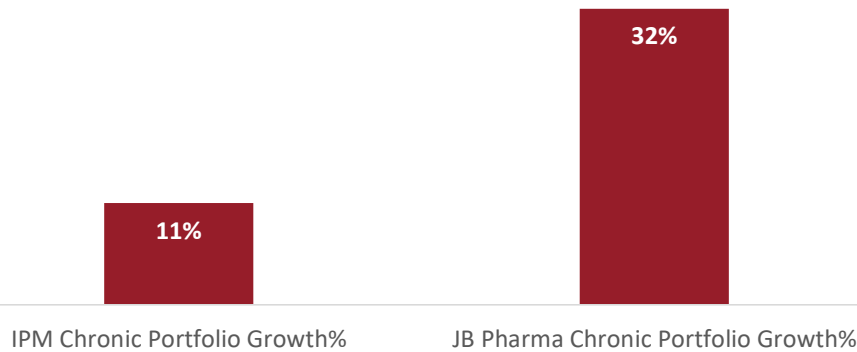
METROGYL O

METROGYL M



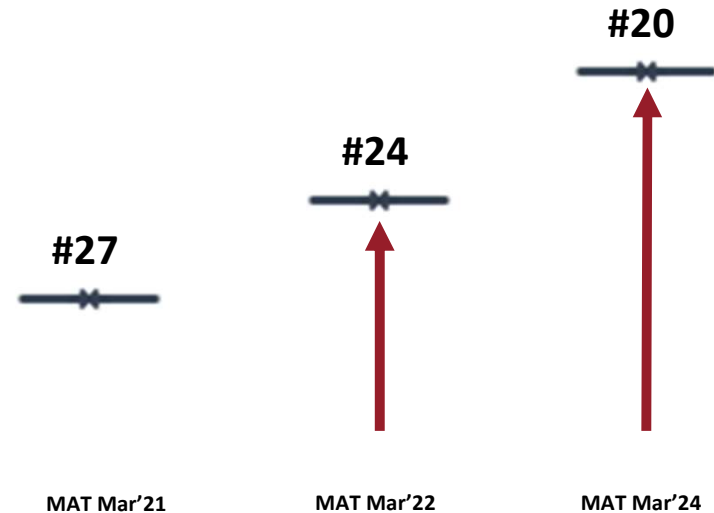
Chronic Portfolio Continues to Outperform the IPM and Overall Chronic Segment; JB Pharma Ranks amongst the Top 20 in the Chronic Segment

JB Pharma's Chronic Portfolio Growing at a 4 years CAGR of 32%*



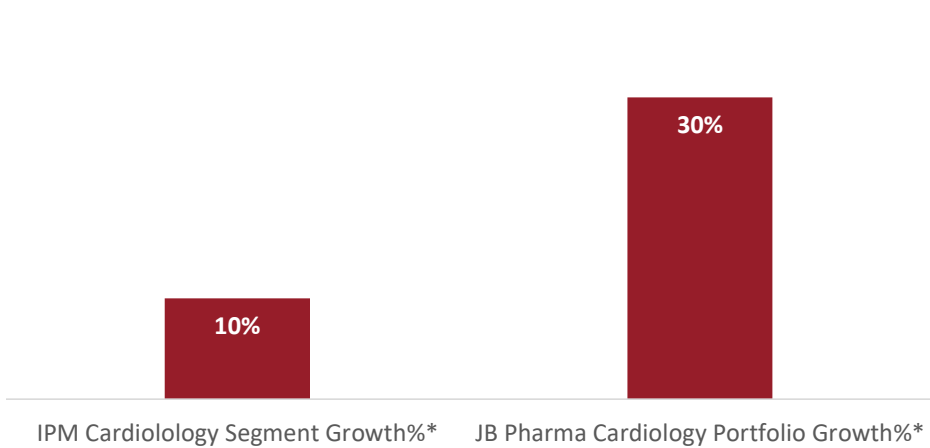
- As per IQVIA MAT Mar'24 data vs MAT Mar'21 data, JB Pharma's Chronic portfolio grew at an impressive CAGR of 32% while the overall industry Chronic portfolio grew at 11%
- Registered YoY growth of 14% vs IPM chronic segment growth of 10% (IQVIA MAT Mar'24 data vs MAT Mar'23 data)

JB Pharma Ranks #20 in the Chronic Segment



- JB Pharma ranks #20 in the chronic segment of the IPM; gained 7 ranks in 3 years
- Witnessed consistent improvement in the chronic share of the domestic business

JB Pharma: Fastest Growing Company in Top 10 in Cardiology Segment; 3 brands now Amongst Top 20 in the Segment



	MAT MAR'21#	MAT MAR'23#	MAT MAR'24#
CILACAR	4	4	4
Nicardia	40	20	16
CILACAR-T	47	23	18

- JB Pharma ranks #8 in the cardiology market; gained 6 ranks in 3 years
- Registered YoY growth of 14% vs segment growth of 10% (IQVIA MAT Mar'24 data vs MAT Mar'23 data)

3 brands now rank amongst Top 20 in the Cardiology segment

Azmarda ranks #65 in the segment

*4 years CAGR: IQVIA MAT Mar'24 data vs MAT Mar'21 data

#As per IQVIA data

Good Performance in all Acquired Portfolios



Sanzyme Portfolio

- Sporlac franchise revenue at INR 122 crores (IQVIA MAT Mar'24) as against INR 69 crores (IQVIA MAT Mar'22), growing at CAGR of 33%
- Lobun and Pubergen registered strong YoY growth of 91% and 64% respectively

Azmarda

- Despite significant competition entering the market post Loss of Exclusivity (LOE), Azmarda clocked sales of INR 75 crores for FY24 as per IQVIA MAT Mar'24 data
- Sacubitril + Valsartan market to grow at 15% - 20% CAGR for the next 5 years

Paedia Portfolio

- Z&D pediatric suspension/ syrup is now an INR 22 crores brand (IQVIA MAT Mar'24 data)
- Pecef and Pecef Duo registered early teens growth in FY24 vs FY23 (IQVIA MAT Mar'24 data)

Razel Franchise

- Razel franchise registered strong growth of 24% as per IQVIA MAT Mar'24 data vs MAT Mar'23 data
- Monthly average revenue of the franchise was INR 7.7 crores in Q4 FY24 vs INR 5.7 crores in Q4 FY23; growth of 35%



JB Pharma Enters the Fast-Growing Ophthalmology Market

Deal Contours

- JB Chemicals & Pharmaceuticals Ltd (JB Pharma) at its Board meeting held on Dec 19, 2023 approved the execution of a Trade-Mark License Agreement with Novartis Innovative Therapies AG, Switzerland **which is perpetual in nature**, for a portfolio of ophthalmology brands for the India market which will be effective from January 2027 for a consideration of USD 116 million payable on or before 31st December 2026.
- The Board also approved the promotion & distribution agreement with Novartis Healthcare Private Limited for the above-mentioned ophthalmology portfolio for a period of three years starting December 2023. JB Pharma paid INR 125 crores for this exclusive promotion and distribution agreement.

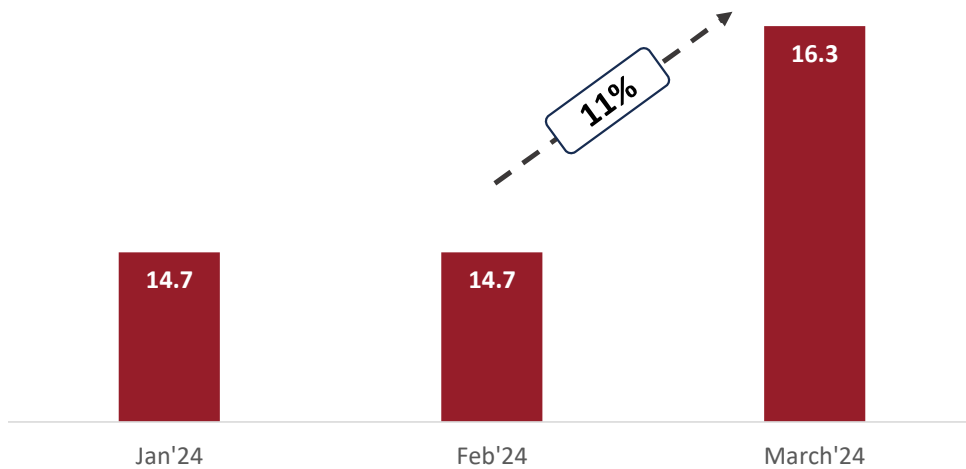
Significant value accretion for JB Pharma

- Leadership position in the Ophthalmology segment aligned with our overall philosophy of **operating in leading brand categories**
- Access to therapeutic segment which is **growing at a faster rate than IPM**
- PCPM* of the portfolio expected to be upward of **INR 12 lakh**
- Post grant of perpetual license, complete flexibility in sourcing which will be **gross margin accretive for JB Pharma**
- Post grant of perpetual license, standalone **operating margin** from this portfolio will be **significantly higher** than the current domestic margin profile of JB Pharma

*PCPM: Per person productivity per month



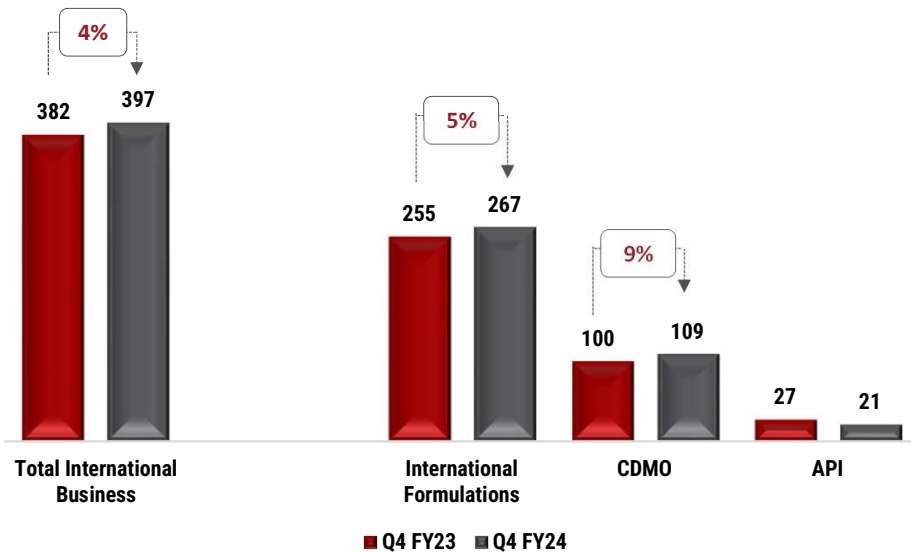
Ophthalmology: Portfolio Registered Strong Growth post Smooth Transition



Ophthalmology Portfolio Monthly Sales post-acquisition

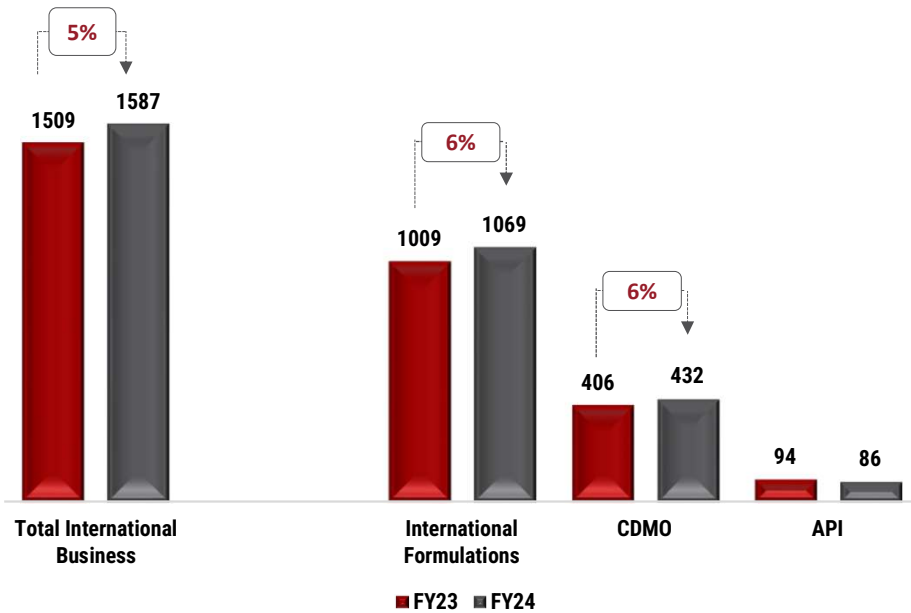
- After smooth integration in January'24, the ophthalmology portfolio monthly sales witnessed an impressive growth of 11% to INR 16.3 crores in Mar'24 vs Feb'24 (as per IQVIA data)
- Total prescriptions of the portfolio also improved from 22.2 lakhs in Jan'24 to 24.8 lakhs in Mar'24
- Dedicated field force of 100 personnel deployed to promote the brands

International Business Q4 FY24



- International business recorded revenue of INR 397 crores in Q4 FY24 registering YoY growth of 4%
 - Excluding South Africa, the business recorded YoY growth of 9%
- International formulations business registered YoY growth of 5% to INR 267 crores
 - US business delivered strong performance in Q4 FY24
 - Russia business also registered good growth
 - South Africa tender business declined due to deliberate strategy of improving mix and margin profile
- CDMO business registered growth of 9% to INR 109 crores
- API business remained muted during the quarter and recorded sales of INR 21 crores as against INR 27 crores

International Business FY24 vs FY 23



- International business recorded revenue growth of 5% to INR 1587 crores vs INR 1509 crores
 - Excluding South Africa, international business registered YoY growth of 12%
- International formulations business recorded revenue growth of 6% to INR 1069 crores
 - US business registered mid-teens growth
 - RoW (excluding US and Russia CIS) delivered strong growth on the back of new launches
- CDMO business continued its growth trajectory of clocking INR 400+ crores revenue in FY24 as well; registered growth of 6% to INR 432 crores
 - CDMO business is now 27% of the total international business as compared to 20% in FY21
 - New concepts and entry into new geographies to further accelerate growth in future
- API business revenue was impacted by lower demand and stood at INR 86 crores as against INR 94 crores



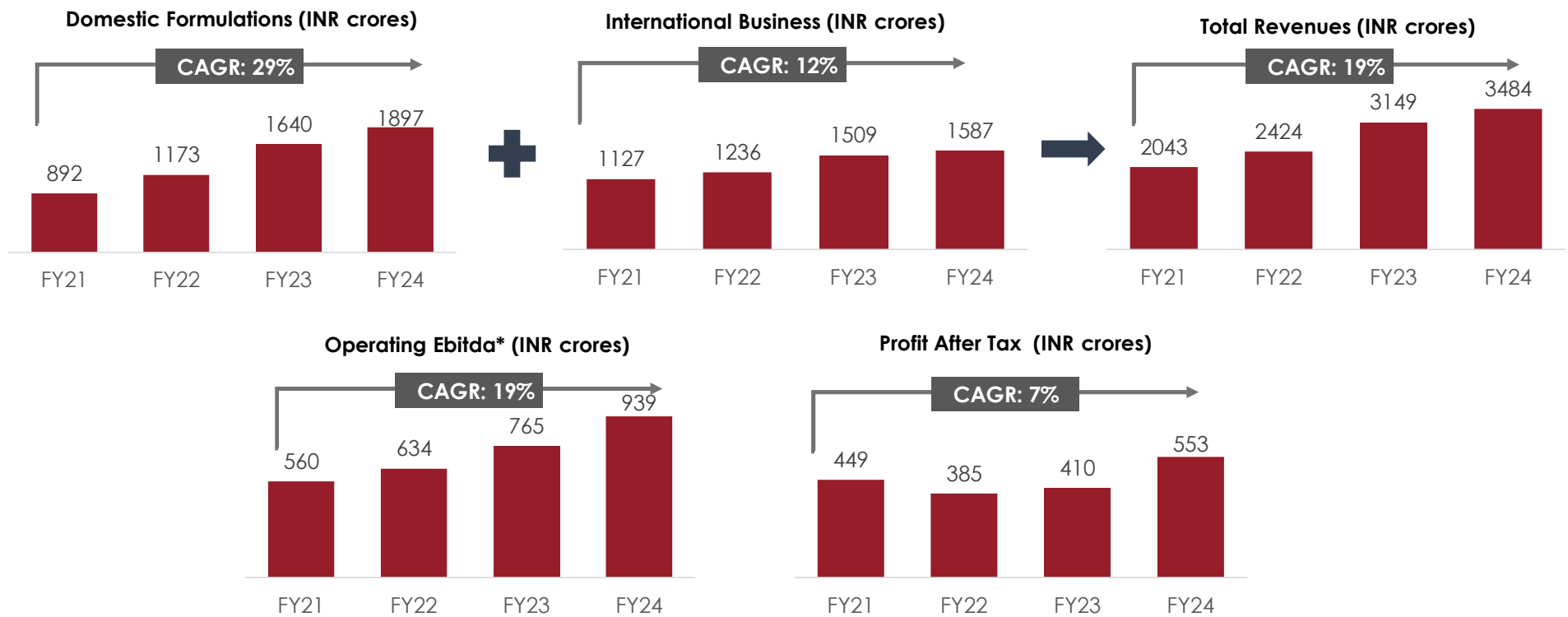
Q4 and FY24 Financial Performance (Consolidated)

Particulars	Q4 FY24	Q4 FY23	YoY Growth	FY24	FY23	YoY Growth
Revenue from Operations	862	762	13%	3484	3149	11%
Cost of Goods Sold	300	275	9%	1182	1168	1%
Gross Profit	561	487	15%	2302	1981	16%
Gross Profit Margins	65.2%	63.9%		66.1%	62.9%	
Employee Benefit Expenses	153	136	13%	601	543	11%
Other Expenses	211	188	12%	804	742	8%
EBITDA	198	164	21%	897	696	29%
EBITDA Margins	23.0%	21.5%		25.7%	22.1%	
Finance Costs	9	14	-33%	44	36	22%
Depreciation	41	32	28%	138	114	21%
Profit before Tax (Operating)	148	118	25%	714	545	31%
Other Income	17	5	233%	37	10	273%
Profit before Tax	165	122	34%	752	555	35%
Tax Expenses	38	35	10%	199	145	37%
Profit after Tax	126	88	44%	553	410	35%

All figures in INR crores

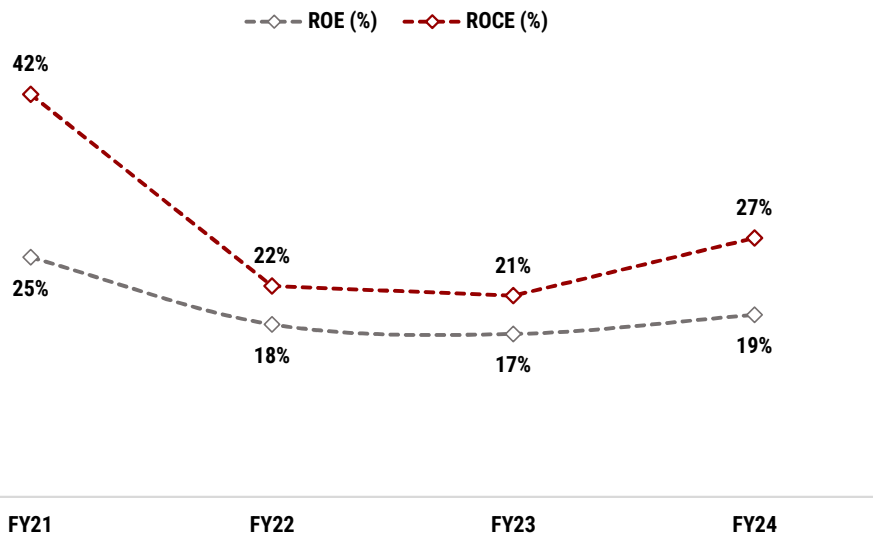


Consistent Revenue/EBITDA growth over the years

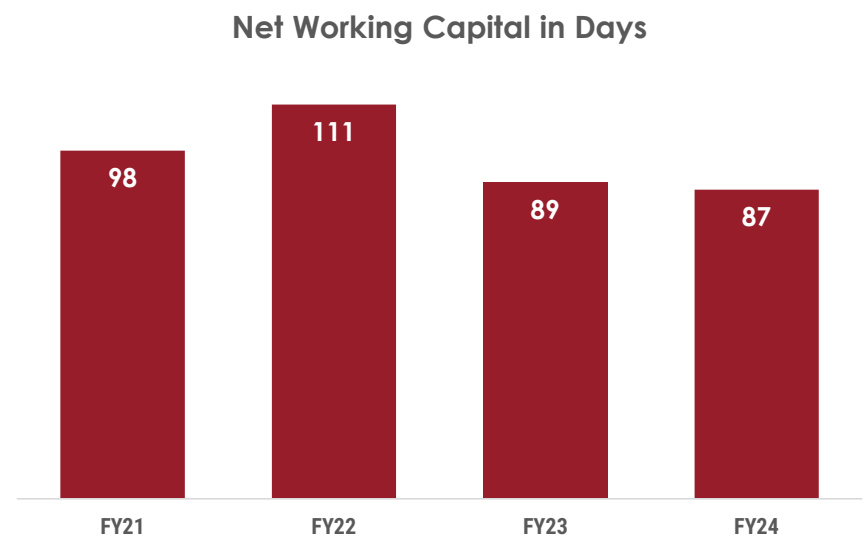


* Operating EBITDA excludes non-cash ESOP

ROCE and ROE increased in FY 24. Working capital in number of days continues to decline resulting in better cash flows



Strong improvement in ROCE and ROE in FY24



Net Working Capital declined to 87 days in FY24 vs 89 days in FY23



Summarising JB Pharma's Performance (1/2)

- **JB Pharma's revenue grew at 19% CAGR to INR 3484 crores in FY24 from INR 2043 crores in FY21 including contribution from acquisitions**
- **Domestic Business**
 - Domestic revenue grew at 29% CAGR to INR 1897 crores in FY24 from INR 892 crores in FY21
 - Domestic business will continue to grow 200 to 300 basis points ahead of IPM
 - As per IQVIA MAT Mar'24 data, 65% of domestic business is generated from brands which are in fast growing therapy segments viz. probiotics, hypertension, heart failure, lipid lowering, ophthalmology and paediatrics
 - Through life cycle management of big brands, the company has been able to build large, fast growing brand franchises
 - PCPM has almost doubled to INR 7 lakhs in FY24 from INR 3.6 lakhs in FY20
 - 5 brands now rank amongst the top 150 in IPM
- **International Business**
 - International Business grew at 12% CAGR to INR 1587 crores in FY24 from INR 1127 crores in FY21
 - CDMO business almost doubled to INR 432 crores in FY24 from INR 224 crores in FY21



Summarising JB Pharma's Performance (2/2)

- **Domestic and CDMO businesses together constitute 67% of total revenue in FY24 as compared to 55% in FY21**
 - Both businesses have high operating EBITDA margins and high ROCE
- **Improving Profitability**
 - Operating EBITDA grew at 19% CAGR to INR 939 crores in FY24 vs INR 560 crores in FY21
 - Operating EBITDA margin was 27% in FY24 and should further improve in future
 - ROCE has improved to 27% in FY24 from 22% in FY22
 - Net working capital has improved to 87 days in FY24 from 98 days in FY21
 - Operating Cash flows as percentage to operating EBITDA improved to 85% in FY24 from 56% in FY21

JB Pharma – Looking ahead



Growth objectives supported by lean organization structure and strong governance framework

Domestic business to consistently outperform market growth driven by

- Big brands becoming bigger and strengthening Brand Franchises
- Market share & prescription gains in acquired portfolio
- Enhanced focus on chronic portfolio and high growth portfolios

Continuous thrust on cost optimization initiatives

- Deliver operating margins in the range of 26% - 28%, despite inflationary pressure & external market uncertainties
- Cost savings continue to be area of focus; raw material & power/fuel still witnessing inflation

Continued growth momentum in International business

- Strong delivery in CDMO business aided by new launches and expansion to newer geographies
- Demand revival in specific ROW markets and continuous thrust on improving productivity & cost structure
- Focus on building progressive portfolio for the long term

Continue building culture of governance & higher compliance

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

India and CDMO business should constitute around 75% - 80% of total revenue in the mid-term

India business should continue to deliver market-beating growth; Focus on increasing chronic share to 60% in the mid to long-term



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 amongst the top 5 manufacturers globally in medicated and herbal lozenges. It has eight 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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GOOD PEOPLE
for GOOD HEALTH

Thank you



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