



J. B. CHEMICALS & PHARMACEUTICALS LIMITED

June 25, 2020

National Stock Exchange of India Limited
Exchange Plaza
Bandra Kurla Complex
Bandra (E) Mumbai 400 051

Stock Symbol: JBCHEPHARM

Dear Sir,

Sub: Presentation

Enclosed is investor presentation on consolidated performance during quarter and year ended on March 31, 2020.

This letter is being submitted without signature due to constraints of work from home consequent to COVID-19 outbreak. Hence, we request you to take this letter on record based on Sd/-mode.

Thanking you,

Yours faithfully,
For J.B. Chemicals & Pharmaceuticals Ltd.

Sd/-
M. C. Mehta
Company Secretary & Vice President - Compliance

📍 **Registered Office:**
Neelam Centre, B Wing, 4th Floor
Hind Cycle Road, Worli
Mumbai - 400 030

📍 **Corporate Office:**
Cnergy IT Park
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JB Chemicals and Pharmaceuticals Limited

EARNINGS PRESENTATION

Q4-FY20/FY20

Value Proposition

High Ranking

JBCPL is among the top 30 pharmaceutical companies in India

Major Brands

JBCPL's 4 brands are amongst top 300 IPM brands in India

State of the art manufacturing facilities

World class manufacturing facilities with approvals like USFDA and EUGMP

Global Presence

Well diversified across different export geographies

Consistent Dividend Track Record

Consistent dividend policy with three successful buybacks in last 3 years

Strong Cash Flows

Consistent Operating and Free Cash Flow generation

No Leverage

Debt Free Company

Strategic Focus on Chronic Segment

Consistent growth in Chronic segment in the last 5 years

Strong Field Force

Over 2000 domestic field force

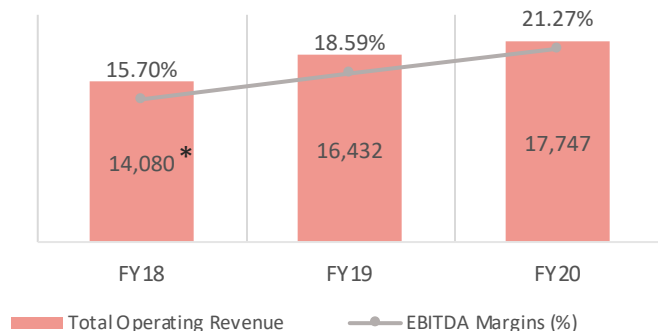




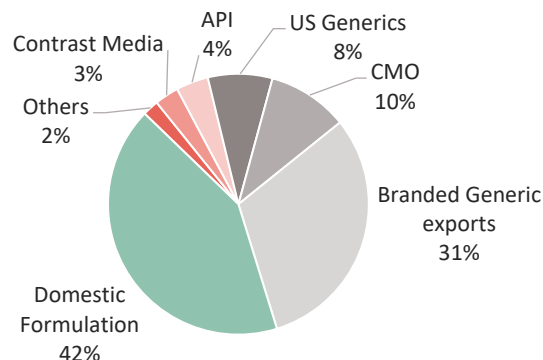
Company Overview

- 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 major brands not just in India, but also globally, with presence in more than 20 other countries.
- The company is well known for supplying quality products spread across chronic and acute therapeutic segments like Cardiovascular, Gastrointestinal and Anti-Infective.
- The company manufactures a wide range of generic formulations across different dosage forms like tablets and capsules, injectable, creams and ointments, lozenges and liquids.
- The manufacturing facilities are located in Gujarat and Daman, with USFDA approved Tablet plant and API plants.
- JBCPL is ranked 34th as per IQVIA & ranked 19th in Rxns.

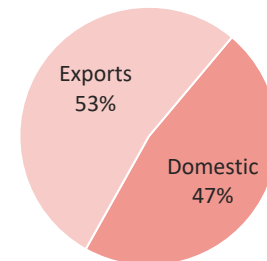
Revenues (INR Mn) & EBITDA Margins (%)



Business Mix (FY20)



Geographical Mix (FY20)



*Sales adjusted to net of excise duty for showing comparable representation



Q4-FY20 and FY20 Financial Overview



Q4-FY20/FY20 Financial Highlights

Q4-FY20 Consolidated Performance:

- Revenue from Operations: INR 4,436 Mn
- EBITDA : INR 917 Mn
- EBITDA Margins: 20.67%
- Net Profit: INR 501 Mn
- PAT Margins: 11.29%
- Diluted EPS: INR 6.30 per share

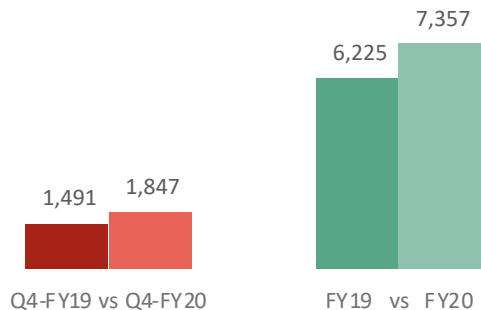
FY20 Consolidated Performance:

- Revenue from Operations: INR 17,747 Mn
- EBITDA : INR 3,775 Mn
- EBITDA Margins: 21.27%
- Net Profit: INR 2,724 Mn
- PAT Margins: 15.35%
- Diluted EPS: INR 34.20 per share

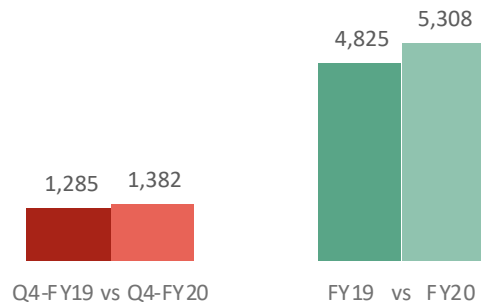


Q4-FY20/FY20 Segmental Performance

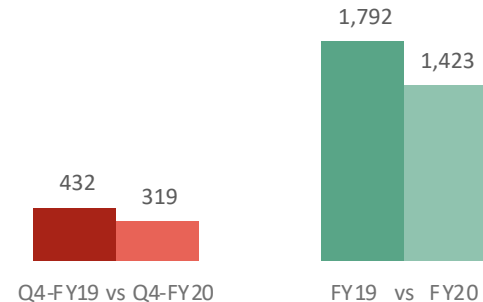
Domestic Formulations



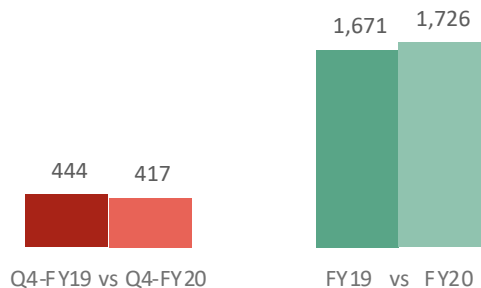
Branded Generic Export



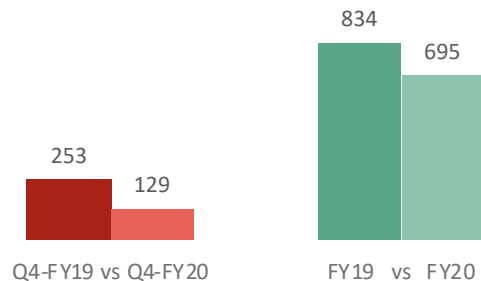
US Generic



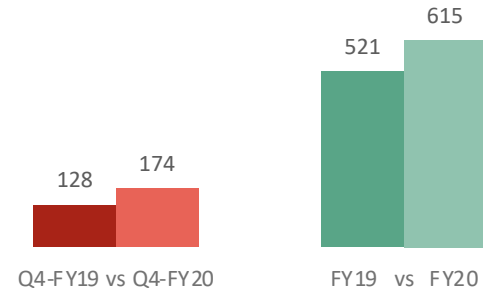
Contract Manufacturing



API



Contrast Media



Q4-FY20 Operational Highlights

- ❖ Domestic formulation business registered growth of 24% YoY
- ❖ Export business got affected due to lockdown during March end and declined by 6% YoY
- ❖ Growth in ANDA business got effected due to API supply issue at vendor location
- ❖ Margin improvement due to better product mix and cost optimisation helped improve the operating profit during the financial year
- ❖ Company opted for lower rate of tax of 25.17% as per section 115BAA of the Income Tax Act, 1961
- ❖ The company has made a provision of INR 100 Mn on account of payment of compensation ordered by Supreme Court vide judgement dated 1-4-2020
- ❖ The Board of Directors has recommended a final dividend of Rs. 1/share for FY20. The company had declared and paid an interim dividend of Rs.10/share in March 2020.
- ❖ Consequent to current pandemic, the Company has experienced slowdown in the sales of products in acute segment due to the closure of clinics and use of hospitals largely for COVID-19 patients. This could also impact performance of the new product launches.



Q4-FY20 Consolidated Income Statement

PARTICULARS (INR Mn)	Q4-FY20	Q4-FY19	Y-o-Y
Operational Revenue	4,436	4,189	5.9%
Total Expenses	3,519	3,534	(0.4)%
EBITDA	917	655	40.0%
<i>EBITDA Margins (%)</i>	<i>20.67%</i>	<i>15.64%</i>	<i>503 Bps</i>
Other Income	32	157	(79.6)%
Depreciation and Amortisation Expense	174	116	50.0%
Finance Costs	5	13	(61.5)%
Exceptional Item	100	0	NA
PBT	670	683	(1.9)%
Tax	169	215	(21.4)%
PAT	501	468	7.1%
<i>PAT Margins (%)</i>	<i>11.29%</i>	<i>11.17%</i>	<i>12 Bps</i>
Other Comprehensive Income	(182)	28	NA
Total Comprehensive Income	319	496	(35.7)%
Basic/Diluted EPS (INR)	6.30	5.68	10.9%



FY20 Consolidated Income Statement

PARTICULARS (INR Mn)	FY20	FY19	Y-o-Y
Operational Revenue	17,747	16,432	8.0%
Total Expenses	13,972	13,374	4.5%
EBITDA	3,775	3,058	23.4%
<i>EBITDA Margins (%)</i>	<i>21.27%</i>	<i>18.61%</i>	<i>266 Bps</i>
Other Income	507	414	22.5%
Depreciation and Amortisation Expense	663	556	19.2%
Finance Costs	30	46	(34.8)%
Exceptional Item	100	0	NA
PBT	3,489	2,870	21.6%
Tax	765	930	(17.7)%
PAT	2,724	1,940	40.4%
<i>PAT Margins (%)</i>	<i>15.35%</i>	<i>11.81%</i>	<i>354 Bps</i>
Other Comprehensive Income	(150)	(42)	NA
Total Comprehensive Income	2,574	1,898	35.6%
Basic/Diluted EPS (INR)	34.20	23.54	45.3%

*Effective July 1, 2017, sales are recorded net of GST where as earlier sales were recorded gross of excise duty which formed part of expenses. Hence, revenue from operations for the year ended March 31, 2019 are not comparable with previous year corresponding figures.

Historical Consolidated Income Statement (Ind-AS)

PARTICULARS (INR Mn)	FY18	FY19	FY20
Operational Revenue	14,130*	16,432	17,747
Total Expenses	11,956	13,374	13,972
EBITDA	2,174	3,058	3,775
EBITDA Margins (%)	15.39%	18.61%	21.27%
Other Income	371	414	507
Depreciation and Amortisation Expense	570	556	663
Finance Costs	35	46	30
Exceptional Items	0	0	100
PBT	1,940	2,870	3,489
Tax	553	930	765
PAT	1,387	1,940	2,724
PAT Margins (%)	9.82%	11.81%	15.35%
Other Comprehensive Income	(2)	(42)	(150)
Total Comprehensive Income	1,385	1,898	2,574
Basic/Diluted EPS (INR)	16.48	23.54	34.20

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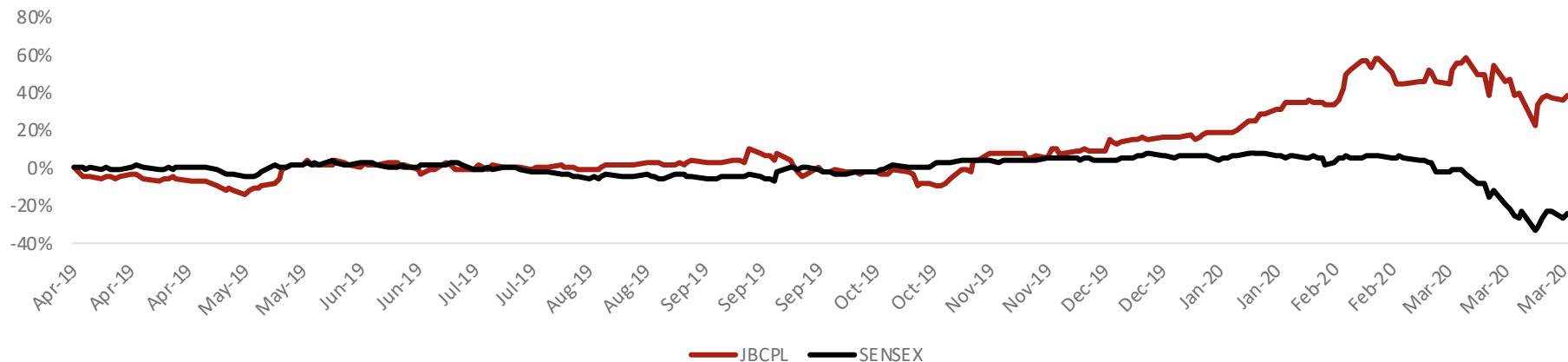


Consolidated Balance Sheet (Ind-AS)

PARTICULARS (INR Mn)	FY19	FY20	PARTICULARS (INR Mn)	FY19	FY20
Equities & Liabilities			Assets		
(A) Share Capital	160	155	Non-current Assets	7,408	7,409
(B) Other Equity	14,641	14,200	(A) Property, Plant and Equipment	5,444	5,680
Equity attributable to equity holders of the parent	14,801	14,355	(B) Capital Work-in-Progress	151	162
Non Controlling Interest	28	25	(C) Other Intangible Assets	234	301
Total Equity	14,829	14,380	(D) Goodwill	531	532
			(E) Financial Assets		
Non-current Liabilities	648	628	(i) Investments	959	695
(A) Financial Liabilities	-	12	(ii) Loans	36	3
(B) Deferred Tax Liabilities (Net)	569	482	(iii) Other Financial Assets	2	1
(C) Long-term provisions	57	74	(G) Other Non-current Assets	51	35
(D) Other Non-current liabilities	22	60	Current Assets	10,511	10,727
Current Liabilities	2,442	3,128	(A) Inventories	2,437	2,747
(A) Financial Liabilities			(B) Financial assets		
(i) Borrowings	258	320	(i) Investments	3,606	3,338
(ii) Trade Payables	1,174	1,238	(ii) Trade Receivables	3,082	3,454
(iii) Other Financial Liabilities	756	1,171	(iii) Cash & Cash Equivalents	354	290
(B) Other Current Liabilities	175	268	(iv) Bank Balances	14	19
(C) Current Tax Liabilities (Net)	39	60	(v) Short-term loans & advances	14	42
(D) Short-term provisions	40	71	(vi) Other Financial Assets	171	72
			(C) Current Tax Assets(Net)	72	157
			(D) Other Current Assets	761	608
Grand Total- Equities & Liabilities	17,919	18,136	Grand Total- Assets	17,919	18,136



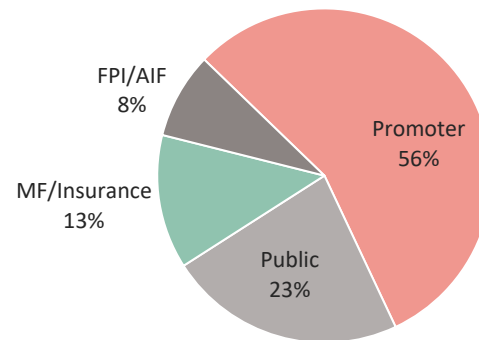
Capital Market



Price Data (31st March, 2020)

CMP (INR)	508.4
52 Week H/L (INR)	599.0/307.0
Avg. Net Turnover (INR Mn)	42.53
Market Cap (INR Mn)	40,788.3
Equity Shares Outstanding (No. in Mn)	77.3

Shareholding Pattern (31st March, 2020)





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