



J. B. CHEMICALS & PHARMACEUTICALS LIMITED

January 26, 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,

Sub: Press Release

Enclosed please find Press Release the Company proposes to issue in relation to Acquisition of Brands and Related Assets from Sanzyme Private Limited.

We request you to take the above on record.

Thanking you,

Yours faithfully,

For J. B. Chemicals & Pharmaceuticals Ltd.

Sandeep Phadnis
Vice President - Secretarial
& Company Secretary

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

📍 **Corporate Office:**
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Unit A2, 3rd Floor, Unit A, 8th Floor
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J. B. CHEMICALS & PHARMACEUTICALS LIMITED

Press Release

J.B. CHEMICALS & PHARMACEUTICALS LTD (JBCPL) TO ACQUIRE BRANDS FROM SANZYME, A LEADING PLAYER IN THE PROBIOTICS SEGMENT FOR A TRANSACTION VALUE OF INR ~628 CRORES

- The acquisition will mark JBCPL's entry into the fast-growing probiotics, therapeutic nutraceuticals and reproductive health market with attractive set of brands
- JBCPL will be amongst the top five probiotics players in the country, in a segment which is growing at around 12 -14%. This category creates synergies with its strong prescriber base in gastroenterology and nephrology segments.
- Leading brands like Sporlac, Lobun, Oxalo, Pubergen, Nano-leo and Gynogen will now be part of the JBCPL franchise

Mumbai, India Jan 26, 2022: J.B. Chemicals & Pharmaceuticals Limited (JBCPL), one of the fastest growing pharmaceutical companies in India, today announced that it will acquire brands for the India market from Sanzyme Private Limited (Sanzyme), a leading player in the probiotics and reproductive health segment in the country. The transaction is valued at INR ~ 628* crore and is expected to be completed in the next two weeks subject to customary closing formalities.

Sanzyme, ranked amongst the top five probiotics players in the country, is engaged in the manufacture, distribution and marketing of specialty probiotics formulations, infertility management products and nutraceuticals products. It operates in the gastroenterology, nephrology, urology and gynecology therapy areas with leading brands such as Sporlac, Lobun, and Gynogen. As per IQVIA MAT Dec 21 data, the revenue for the combined brands was INR 160 crores.

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*“We are glad to announce our first acquisition which expands our presence into new Therapeutic areas and also increases the addressable opportunity in the India Pharma market. This is in line with our stated objective of building big brands through category leaders. Sanzyme has been a pioneer in the probiotics segment and we wish to build further on this legacy” mentioned **Mr. Nikhil Chopra, CEO & Whole-time Director, J.B. Chemicals & Pharmaceuticals Limited. He further added “This acquisition also reinforces our strategic intent to evaluate opportunities to supplement our growth ambition in India. Overall, our objective is to deploy capital judiciously to enhance value for all stakeholders.”***

The acquired brands have a pan-India presence and wide distribution reach of ~ 300,000 chemists and ~100,000 prescribers. Probiotics portfolio includes Sporlac (which is the third largest probiotics brand in India) and specialized products such as Lobun(A probiotic used for delaying progression of Chronic Kidney Disease) and Oxalo (alternate risk-free therapy to decalcify kidney stones). The reproductive health segment has a complete range of infertility and hormone products. Following the acquisition, these products will derive significant visibility by leveraging JBCPL’s distribution network across the country.

o3 Capital was the exclusive advisor to Sanzyme for the transaction.

* Transaction value excluding related taxes, Stamp duty and working capital

About JBCPL J.B. Chemicals & Pharmaceuticals Limited 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 brands in the country. The Company exports its finished formulations to over 30 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 medicated lozenges. The manufacturing facilities are certified by leading regulators across the world.

For more information, please visit www.jbcpl.com

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