



November 15, 2016

**BSE Limited**  
Corporate Service Department  
1<sup>st</sup> Floor, New Trading Ring  
Rotunda Building, P.J. Tower  
Dalal Street, Fort  
Mumbai - 400 001

**The National Stock Exchange of India Ltd.**  
Exchange Plaza  
Bandra Kurla Complex  
Bandra (E)  
Mumbai - 400 051

Dear Sirs,

**Sub.: Intimation of Schedule of Investor/Analyst meetings on November 16, 17 and 18, 2016**

Pursuant to the provisions of Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, we enclose details of investor/analyst meetings scheduled on November 16, 17 and 18, 2016.

The schedule may undergo change due to exigencies on the part of Investors/Analysts/ Company.

We also enclose the presentation to be used during the meetings.

This is for your kind information and record.

Thanking you,

Yours faithfully,  
For Jubilant Life Sciences Limited

Rajiv Shah  
Company Secretary

Encl.: as above

**A Jubilant Bhartia Company**

OUR VALUES



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**Investor/Analyst meetings scheduled on 16<sup>th</sup>,17<sup>th</sup>and 18<sup>th</sup> November, 2016**

S. No.	Meeting Date	Type of Meeting	Name of Fund/Firm	Location
1.	Wednesday 16 November 2016	Group Meeting	1. FUH HWA GLOBAL TREND FUND 2. FUH HWA SIT 3. MAWER INVESTMENT MANAGEMENT 4. MAX LIFE INSURANCE 5. EXIDE LIFE INSURANCE 6. PREMJI INVESTMENTS 7. RELIANCE GENERAL INSURANCE 8. UNION KBC ASSET MANAGEMENT 9. GOLDMAN SACHS AM 10. Macquarie	Mumbai
		One on One	11. FRANKLIN TEMPLETON 12. BNP PARIBAS AM	
2.	Thursday 17 November 2016	Group Meeting	1. Aegon Religare Life Insurance Co. Ltd 2. AmbikaCap 3. Reliance Mutual Fund 4. Subhkam 5. BOI AXA 6. Exide Life Insurance 7. Sundaram MF 8. Value Quest 9. KARMA CAPITALMANAGEMENT LLC 10. Kotak Mutual Fund 11. Reliance Ind. Treasury 12. SBI Pension Funds 13. SIDDHESH CAPITAL MARKET SERVICES PVT. LTD. 14. VCU Investment Management Company 15. Akal Capital 16. Aviva Life Insurance 17. DSP Blackrock Investment Managers 18. HDFC MF 19. IDBI Mutual Fund 20. ILFS (FII) 21. Reliance PMS 22. SKS Capital 23. UTI MF 24. Akash Ganga Investments 25. ALCHEMY CAPITAL MANAGEMENT 26. Nalanda Capital Pte Ltd 27. IDFC	Mumbai
		One on One	28. SBI Life Insurance 29. ICICI Ventures	

<b>S. No.</b>	<b>Meeting Date</b>	<b>Type of Meeting</b>	<b>Name of Fund/Firm</b>	<b>Location</b>
<b>3.</b>	Friday 18 November 2016	<b>One on One</b>	<ol style="list-style-type: none"><li>1. K.R. Choksey Shares &amp; Securities</li><li>2. HSBC Securities &amp; Capital Markets</li><li>3. Bank of America Securities - Merrill Lynch</li><li>4. Motilal Oswal</li><li>5. Bonanza</li></ol>	<b>Mumbai</b>



# Jubilant Life Sciences Limited

November 2016

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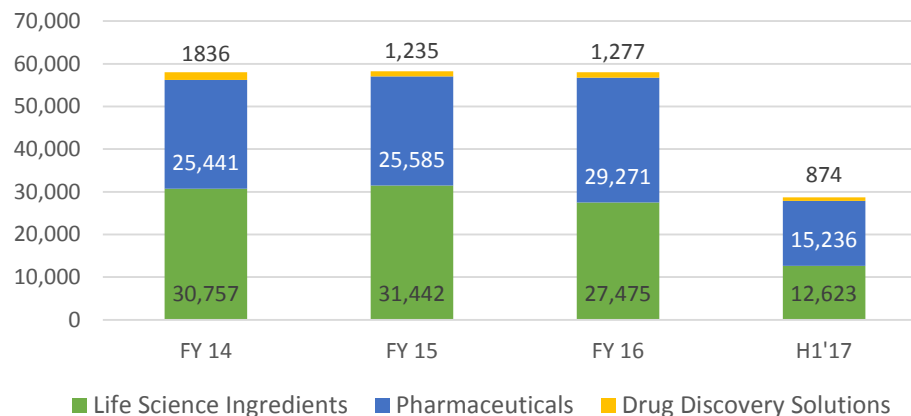
## NOTES

1. The numbers for the quarter have been reclassified and regrouped wherever necessary
2. Closing Exchange Rate for USD 1 at Rs. 62.50 as on March 31 '15 & Rs. 66.25 as on March 31 '16
3. The Exchange fluctuation on long term forex loans in Indian books have been amortized over the tenure of the loan period as recommended under Indian Accounting Standards
4. Financial numbers upto FY 2016 are as per erstwhile Indian Generally Accepted Accounting Principles (I-GAAP), whereas for FY 2017 onwards, it is as per Indian Accounting Standards (Ind-AS)

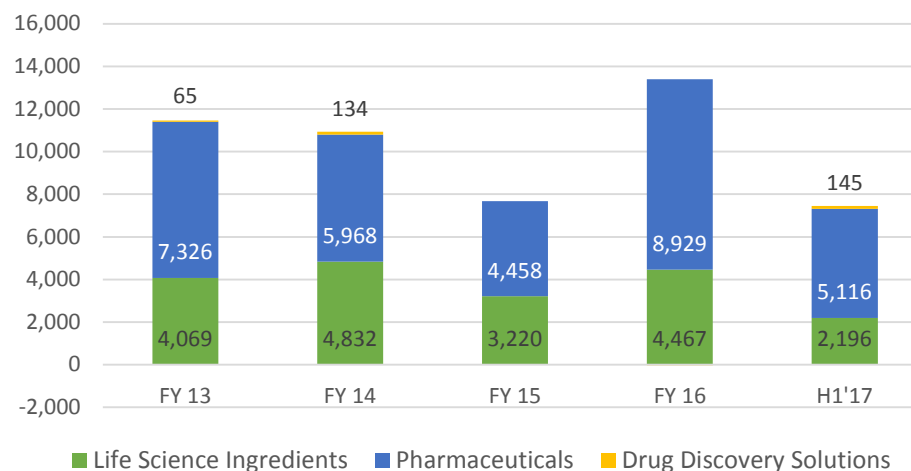
# Jubilant Life Sciences At a Glance

- **Global integrated pharma and life sciences solutions provider** with a track record of 38 years
- Strategic presence in **Injectables with USFDA approved Manufacturing facilities** in North America
- **Strong positions** in products across niche businesses such as **Radiopharmaceuticals/Allergy Therapy Products**
- **Expertise in Chemistry** and manufacturing spans across over three decades of experience
- **4 USFDA approved manufacturing facilities** in North America and 2 USFDA approved manufacturing facilities in India
- **5 state-of-the-art** Life Sciences Ingredients manufacturing facilities in India
- Employs over 6,500 people globally, **including about 1,300 in North America and about 1000 dedicated to R&D**

Revenue (INR Mn)

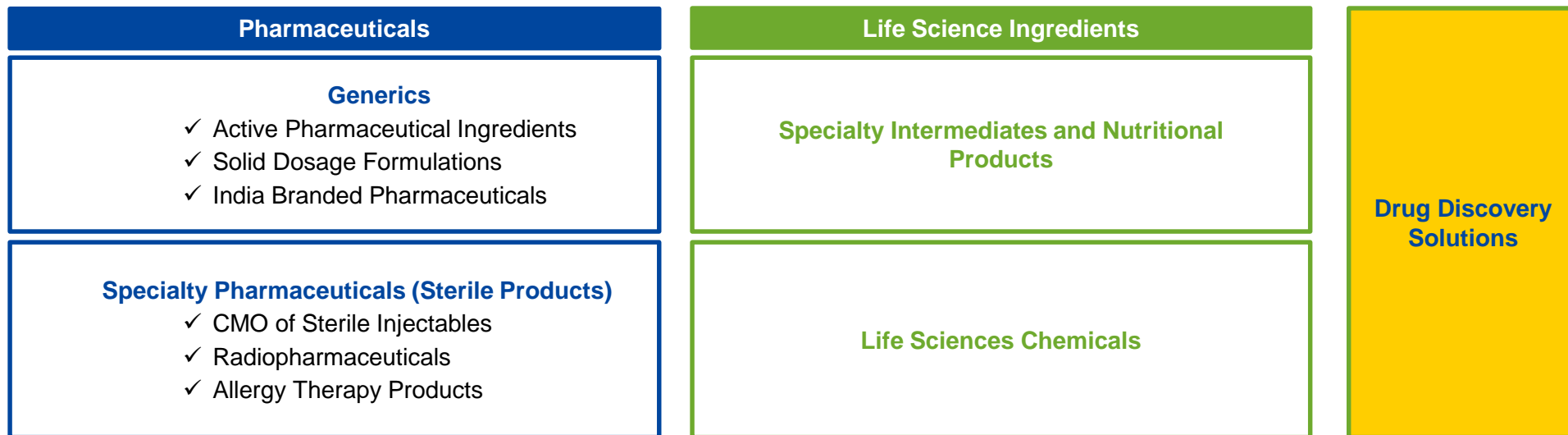


Business EBITDA (INR Mn)

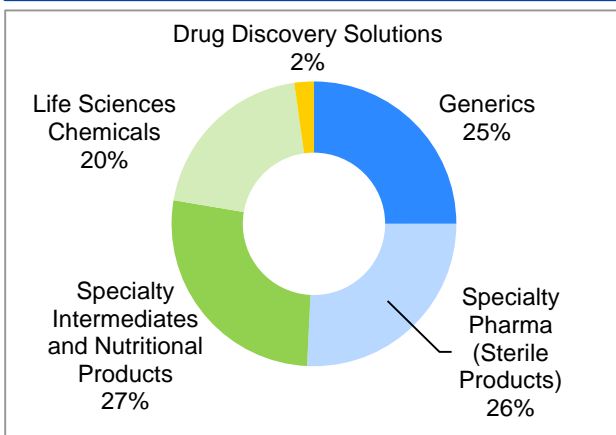


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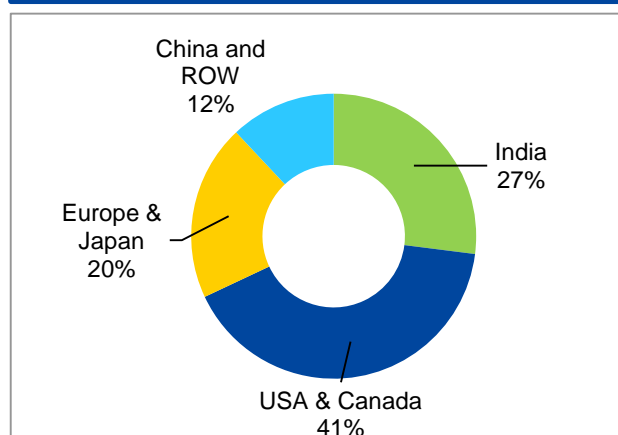
# Jubilant Life Sciences Overview



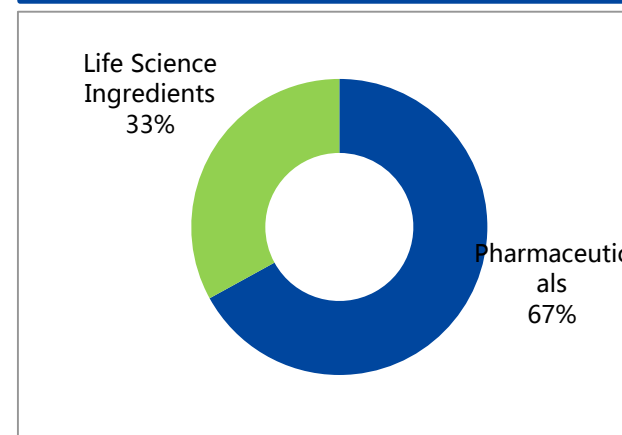
**FY16 Revenue Mix by Segment**



**FY16 Revenue Contribution by Region**



**FY16 EBITDA Mix by Segment**



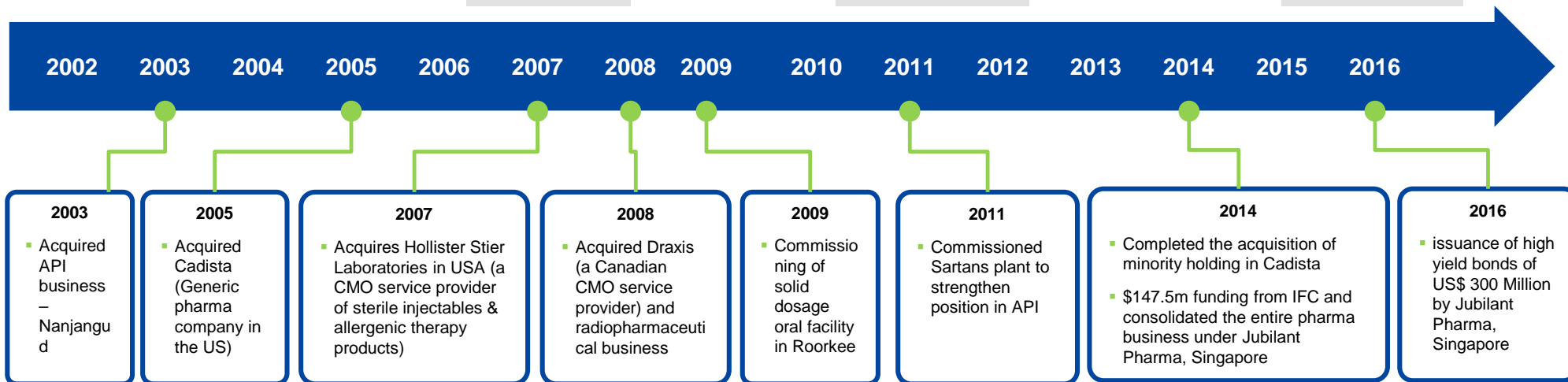
# Increasing Focus Towards Specialized Pharmaceutical Solutions

## Pharma Revenue

INR 6,940 Mn

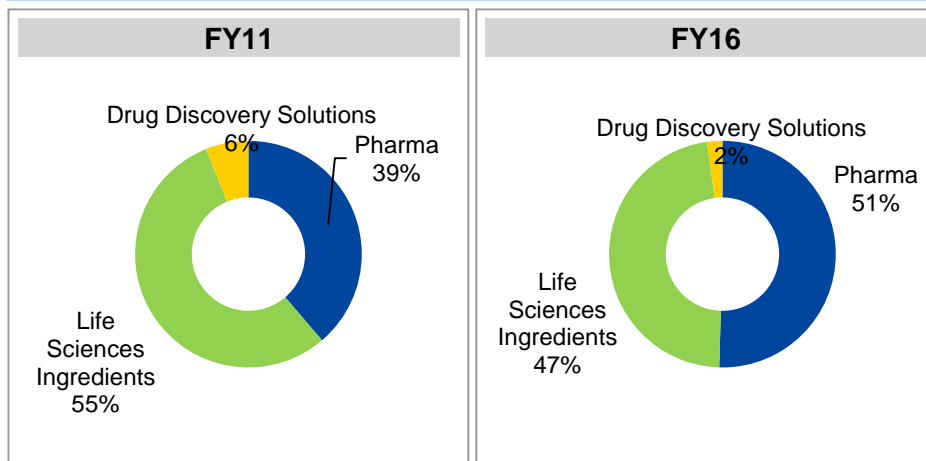
INR 15,460 Mn

INR 30,548 Mn

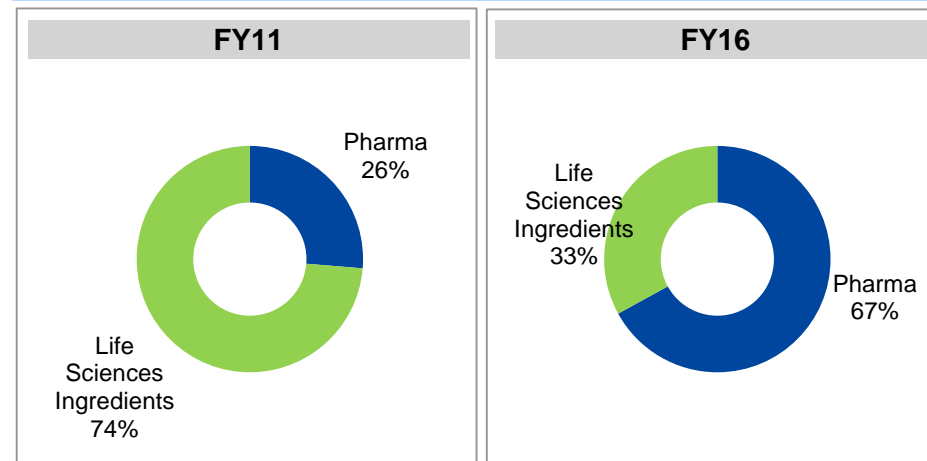


## Business Evolution

### Revenue



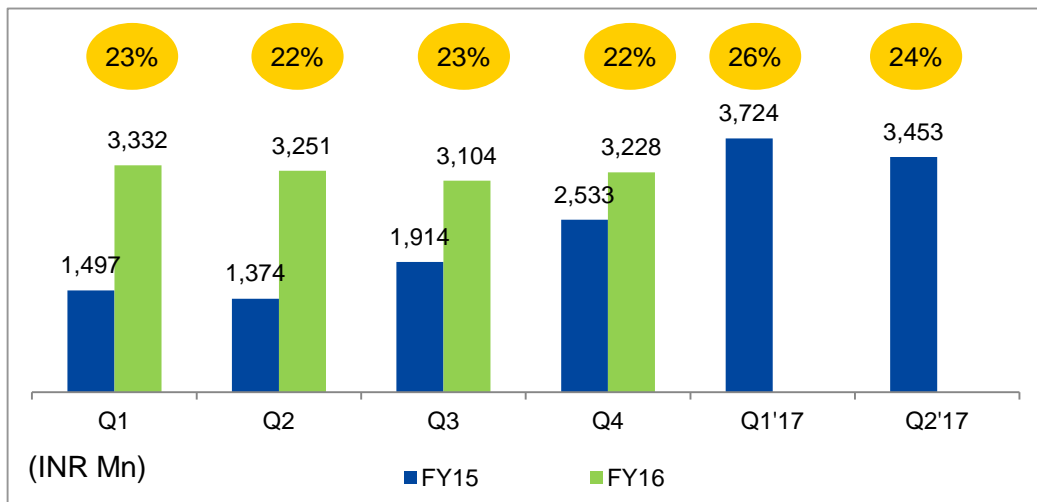
### EBITDA



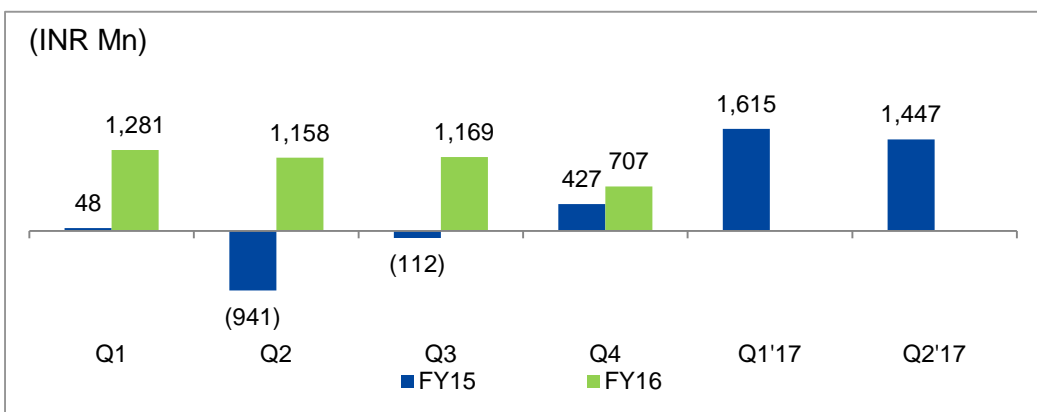


# Performance Back on Track With Business Related Concerns Resolved

## Strong Turnaround in Jubilant Life Sciences' EBITDA...



## ...and Normalized PAT



## Successful Resolution of Warning Letters at Montreal and Spokane

### Montreal CMO Facility

- ▶ In Feb 2013, Jubilant's manufacturing facility Jubilant HollisterStier (JHS) located at Kirkland, Quebec, Canada received a Warning Letter from the FDA
- ▶ The facility engages in contract manufacturing of injectables for large pharma companies and also for the Radiopharma business
- ▶ It was re-inspected in Sep 2013 and all issues related to the facility were successfully resolved in Feb 2014 with the warning letter closed out in Sep 2014
- ▶ Successful inspection of the facility by USFDA in December 2015

### Spokane CMO Facility

- ▶ In Dec 2013, Jubilant's manufacturing facility JHS located at Spokane, Washington State, US received a Warning Letter from the FDA
- ▶ During H1 FY14, the contract manufacturing operations at Spokane contributed 7% to consolidated sales and 4% to consolidated EBITDA.
- ▶ The facility was re-inspected by FDA in Apr 2014 and Dec 2014
- ▶ In Jun 2015, Spokane facility was upgraded to the status of Voluntary Action Indicated (VAI) and ramp up of operations is underway
- ▶ Successful inspection of the facility by USFDA in July 2015 and September 2016
- ▶ Fast resolution of Warning Letters at CMO facilities within 12-15 months

# Experienced Management Team



**Shyam S Bhartia**  
Chairman  
37 industry years in pharma, specialty chemicals, foods, oil and gas, aerospace and IT



**Hari S Bhartia**  
Co-Chairman & Managing Director  
32 industry years in pharma, specialty chemicals, foods, oil and gas, aerospace and IT



**R Sankaraiah**  
Executive Director – Finance  
31 years of Industry Experience



**Shyamsundar Bang**  
Executive Director -  
Manufacturing & Supply Chain  
42 years of Industry Experience



**Dr. Ashutosh Agarwal**  
Chief Scientific Officer  
34 years of Industry Experience

## Pharmaceuticals



**G. P. Singh, CEO - Jubilant Pharma**  
23 years of Industry Experience

## Life Sciences Ingredients



**Pramod Yadav, Co-CEO – Life Sciences Ingredients**  
28 years of Industry Experience



**Rajesh Srivastava, Co-CEO – Life Sciences Ingredients**  
28 years of Industry Experience

## Drug Discovery Solutions



**Steven Hutchins, President - Drug Discovery Solutions**  
27 years of Industry Experience

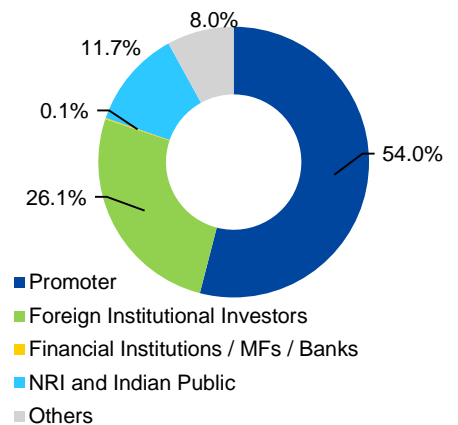
### Businesses

- ✓ API
- ✓ Solid Dosage Formulations
- ✓ Radiopharmaceuticals
- ✓ CMO of Sterile Injectables
- ✓ Allergy Therapy Products
- ✓ India Branded Pharmaceuticals

- ✓ Advanced Intermediates
- ✓ Nutritional Products
- ✓ Animal Nutrition
- ✓ Ethanol

- ✓ Fine Ingredients
- ✓ Crop Science Ingredients
- ✓ Life Science Chemicals
- ✓ External Manufacturing

## Shareholding Structure



As of 30 September, 2016

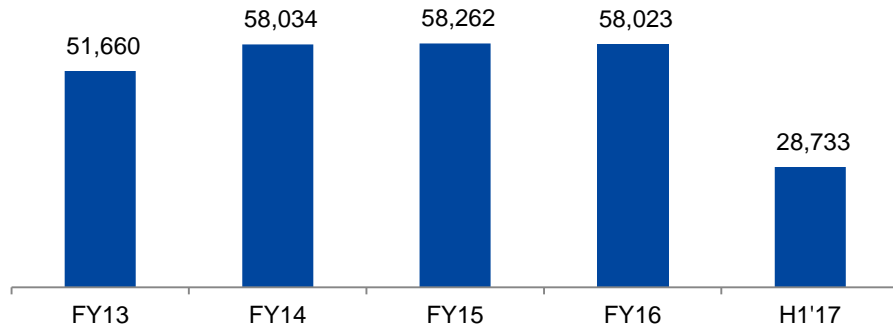
### Corporate Functions

- ✓ Finance
- ✓ Operations
- ✓ Quality
- ✓ IT
- ✓ HR
- ✓ Regulatory

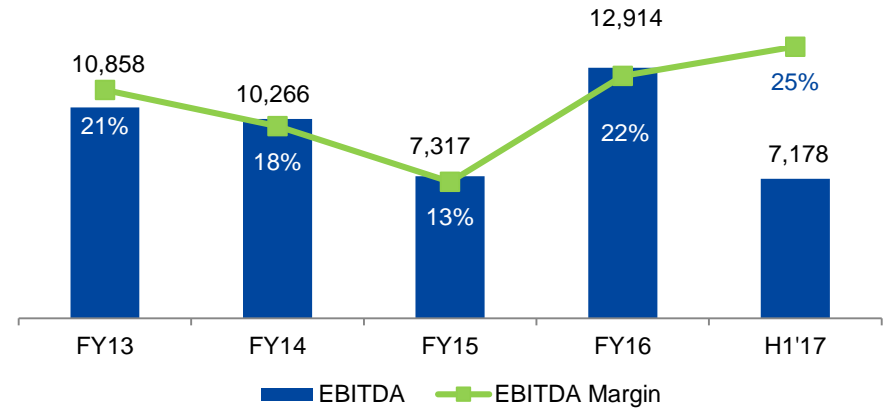
- ✓ Finance
- ✓ Operations
- ✓ Quality
- ✓ IT
- ✓ HR
- ✓ EHS

# Strong Financial Track Record

## Consolidated Revenue (INR m)



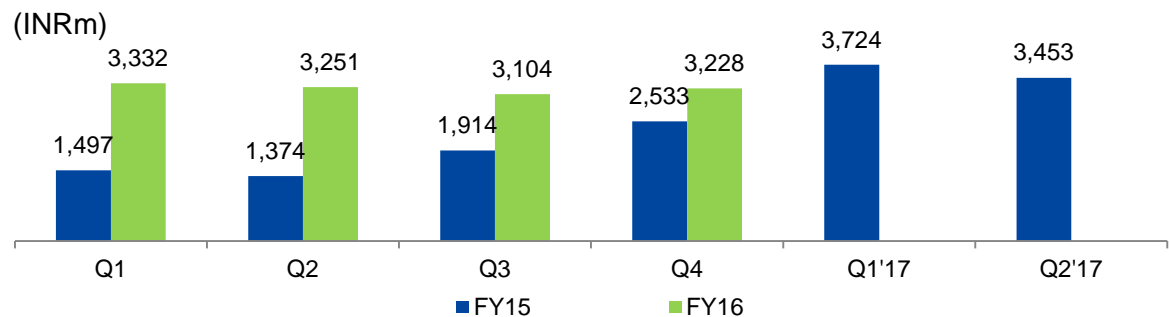
## Consolidated EBITDA (INR m) and Margin (%)



## Recent Turnaround in Business

- ▶ Warning Letters issued by the USFDA at both the Spokane and Montreal facilities have now been resolved.
- ▶ Witnessed strong performance with significant margin improvement in Radiopharma business and price increase in Niacinamide

## Consolidated EBITDA (INR m)



# De-risked Business Model With Diverse Sources of Revenue

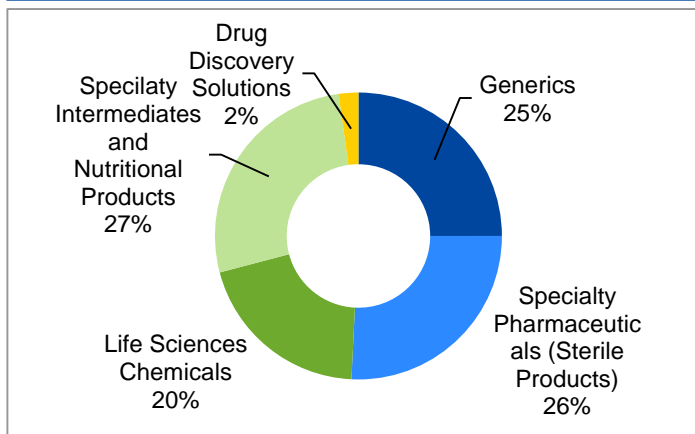
## De-risked business model

- ▶ Presence in niche Specialty businesses that have high barriers to entry
- ▶ Forward integration in Pyridine related derivatives to ensure higher utilization and profitability
- ▶ Diverse end-use industry segmentation in Life Sciences Ingredients with focus on Pharmaceutical and Agrochemical industries

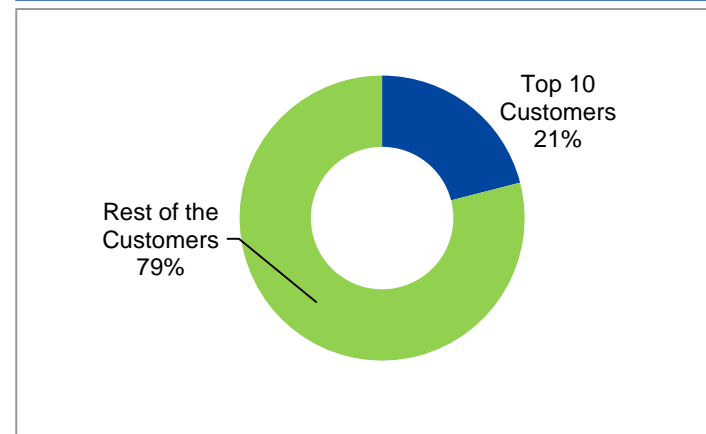
## No Concentration Risk

- ▶ **Business:** Specialty Intermediates and Nutritional Products is the largest segment and accounts for 27% of FY16 Revenue
- ▶ **Customers:** Top 10 customers account for 21% of FY16 Revenue
- ▶ **Products:** Top 10 products account for 49% of FY16 Revenue
- ▶ **Geography:** 73% of FY16 Revenue from international markets

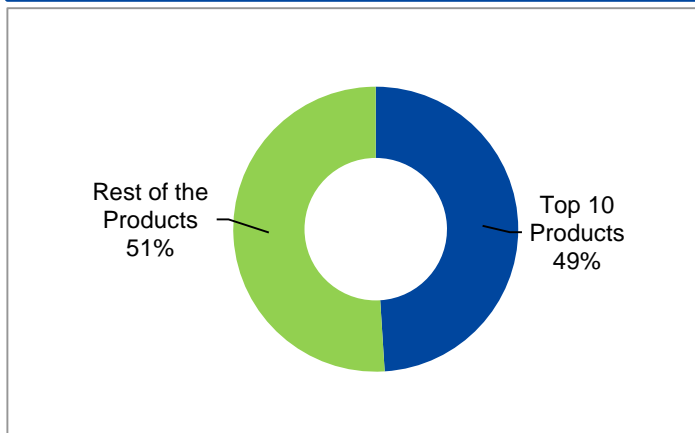
### FY16 Revenue Mix by Segment



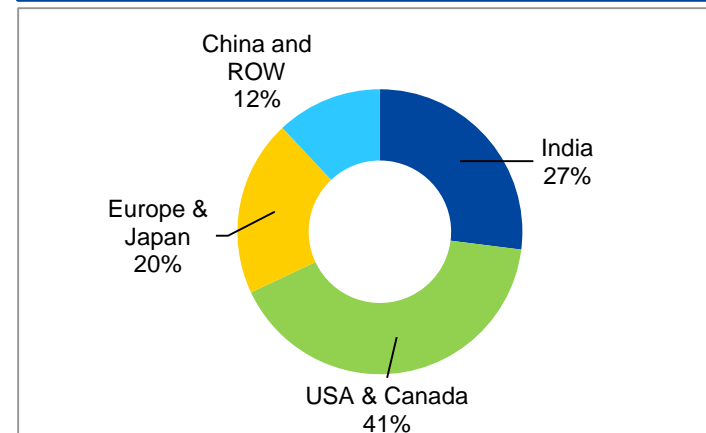
### FY16 Revenue Contribution of Top 10 Customers



### FY16 Revenue Contribution of Top 10 Products



### FY16 Revenue Contribution by Region





# Pharmaceuticals Segment

# Overview

## Specialty Pharmaceuticals (Sterile Products)

- 1**  
**Radio Pharma**
  - One of the leading US player developing, manufacturing and marketing radiopharmaceutical products
  - Leadership position in some of the radiopharmaceutical products with high profitability
  - Strong portfolio of differentiated products including RUBY-FILL® and I-131 MIBG

- 2**  
**CMO**
  - Fully integrated contract manufacturer for innovator pharma companies with healthy order book
  - Operating from 2 facilities at Spokane, USA and Montreal, Canada
  - Broad range of capabilities including sterile liquids and lyophilized products, OCLs, biologics etc.

- 3**  
**Allergy Therapy Products**
  - Provides allergy antigens, skin testing devices, and custom patient prescriptions in allergy immunotherapy area
  - One of the top players in the US market
  - Strong brand recall with ~100 years of experience

## Generics

- 1**  
**API**
  - Focus on cost competitiveness and regulated markets leading to superior margins in industry
  - Vertically integrated operations with formulations business
  - Well positioned in some of the key products in chosen therapeutic areas of CNS, CVS and anti-infectives

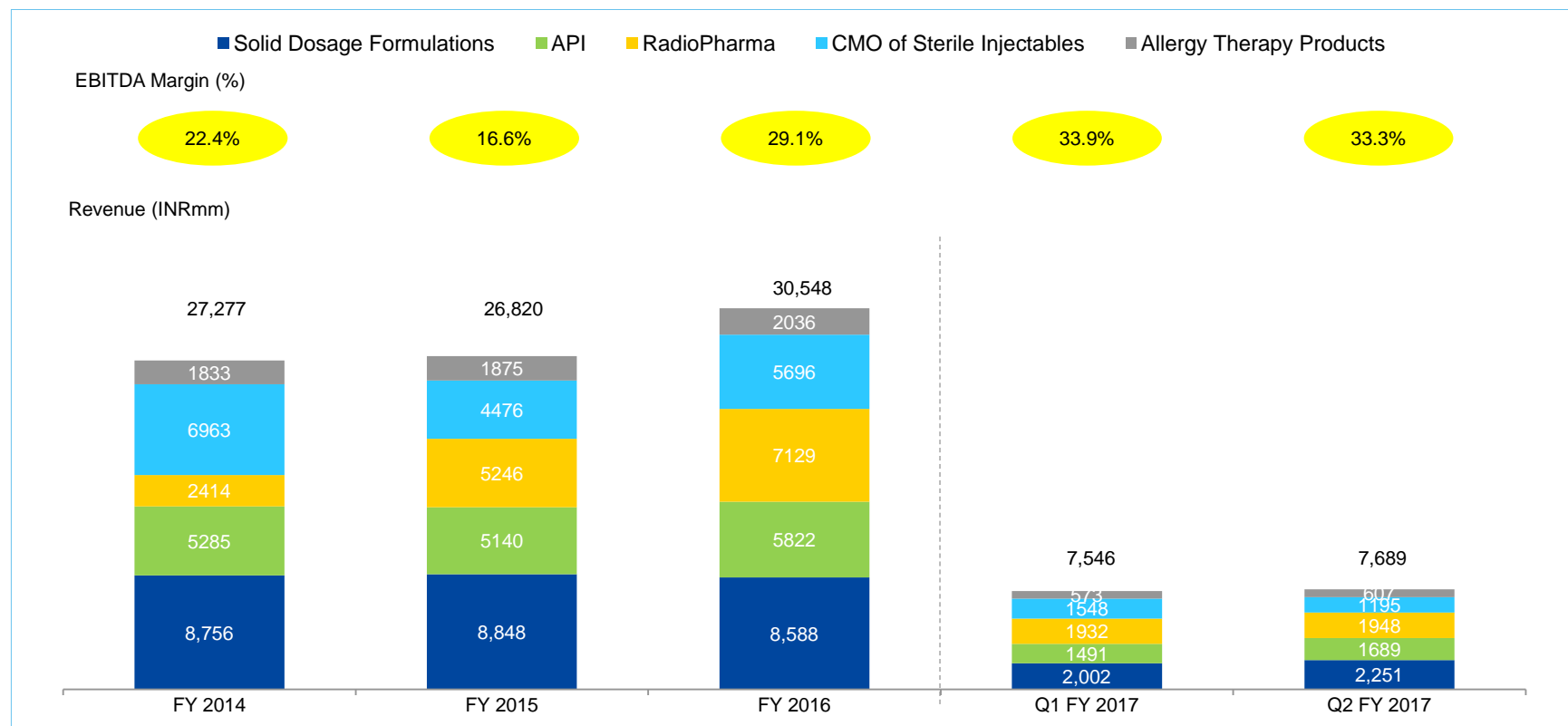
- 2**  
**Solid Dosage Formulations**
  - US focused formulations player with a growing presence in Japan, Australia and emerging markets
  - Focus on low competition generics
  - Front-end presence in US via 100% subsidiary Cadista
  - Leveraging low cost R&D out of India with strong pipeline of products

# Overview

	Pharmaceuticals		Revenue (INR m)												
	Specialty Pharma (Sterile Products)	Generics													
Overview	<ul style="list-style-type: none"> <li>▶ <b>Radiopharmaceuticals:</b> North America market leadership in nuclear imaging products</li> <li>▶ <b>Contract Manufacturing (CMO) of sterile injectables</b> for large pharmaceuticals and biotech companies</li> <li>▶ <b>Allergy Therapy Products:</b> Focus on diagnostic allergenic extracts with 53% US Allergy market penetration</li> </ul>	<ul style="list-style-type: none"> <li>▶ <b>APIs: Vertically integrated operations with</b> API manufacturing for captive consumption as well as external sales</li> <li>▶ <b>Solid Dosage Formulations:</b> Strong pipeline of 72 ANDAs filed and 25 ANDAs pending approvals as on September 30, 2016</li> <li>▶ <b>Indian Branded Pharmaceuticals:</b> Recent foray with the launch of Cardiovascular and Diabetic division</li> </ul>	<table border="1"> <tr> <th>Period</th> <th>Revenue (INR m)</th> </tr> <tr> <td>FY15</td> <td>26,820</td> </tr> <tr> <td>FY16</td> <td>30,548</td> </tr> <tr> <td>H1'17</td> <td>15,236</td> </tr> </table>	Period	Revenue (INR m)	FY15	26,820	FY16	30,548	H1'17	15,236				
Period	Revenue (INR m)														
FY15	26,820														
FY16	30,548														
H1'17	15,236														
FY16 Revenue Contribution			EBITDA (INR m)												
Key Highlights	<ul style="list-style-type: none"> <li>▶ Reported YoY growth of 26% for FY16</li> <li>▶ Expect to launch new differentiated products going forward</li> <li>▶ Healthy order book position in the CMO business</li> </ul>	<ul style="list-style-type: none"> <li>▶ Deep relationships in Generics industry for APIs</li> <li>▶ Front-end presence in US via 100% subsidiary Cadista</li> <li>▶ Received 8 ANDA approvals in FY16</li> <li>▶ North America accounted for 81% of FY16 Solid Dosage Formulations revenue</li> </ul>	<table border="1"> <tr> <th>Period</th> <th>EBITDA (INR m)</th> <th>EBITDA Margin</th> </tr> <tr> <td>FY15</td> <td>4,447</td> <td>17%</td> </tr> <tr> <td>FY16</td> <td>8,895</td> <td>29%</td> </tr> <tr> <td>H1'17</td> <td>5,116</td> <td>34%</td> </tr> </table>	Period	EBITDA (INR m)	EBITDA Margin	FY15	4,447	17%	FY16	8,895	29%	H1'17	5,116	34%
Period	EBITDA (INR m)	EBITDA Margin													
FY15	4,447	17%													
FY16	8,895	29%													
H1'17	5,116	34%													

# Pharma business has shown Strong Profitability

EBITDA margin increasing from 16.6% in FY 2015 to 29.1% in FY 2016 and 33.9% in Q1'17 and 33.3% in Q2'17



- Strong EBITDA growth in FY15-16 due to:
  - Full year impact of Improved realization in RadioPharma
  - Revival of CMO of Sterile Injectables business: no remedial costs



# We have a unique US led business model which makes us stand out amongst Indian pharma companies

## Strength in North America

- ~70% Revenues from US and Canada
- Leadership positions in products across niche businesses such as **Radiopharmaceuticals/Allergy Therapy Products**
- Amongst the rapidly growing and profitable Gx players
- US manufacturing assets** – Jubilant Pharma has over 70% of asset base in North America

## Diversified Low Risk Business Model

- Market leadership in stable, niche specialty segments with high entry barriers
- Diversified customer base, product lines and product sourcing minimizes concentration risk

## Deep R&D Capabilities

### Continuous innovation for new products

- Complex and niche product filings in formulations and API segments including 12 sterile filings in the US
- 72 ANDAs in Oral Solids filed and 47 approvals in the US as on September 30, 2016

## Unique mix of capabilities

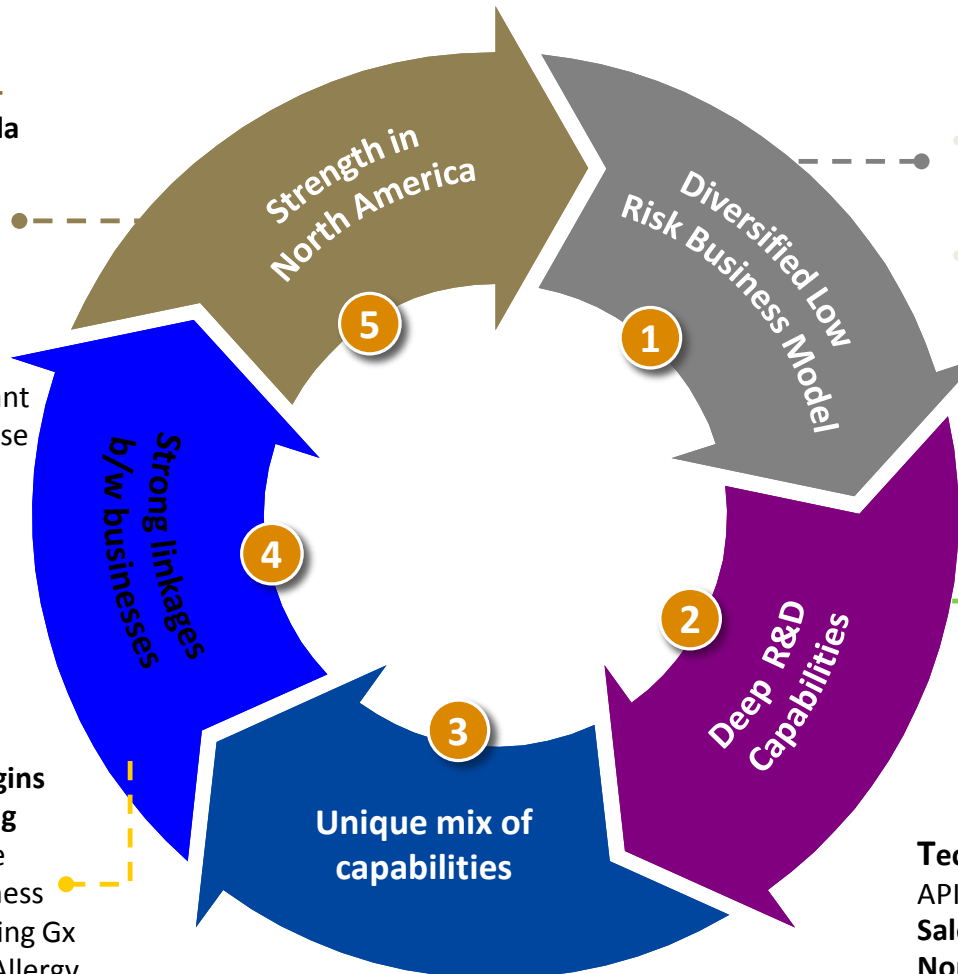
**Technology :** Capabilities in manufacturing of API, oral solids as well as sterile products

### Sales :

**North America:** Relationship with retailers/wholesalers, doctors, Radio-pharmacies & Large Pharma companies

### RoW

Strong B2B partnerships in 30+ markets  
Front-end presence in Europe



## Strong Linkages b/w Businesses

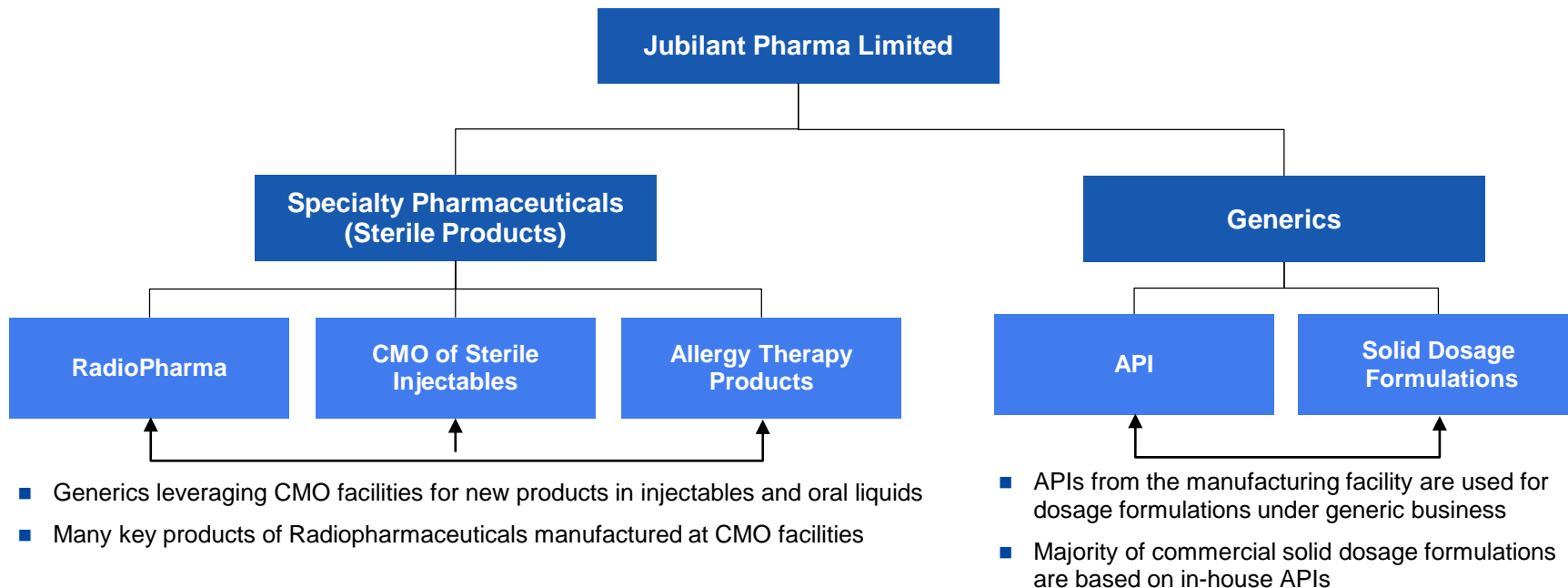
Vertical integration gives cost advantage resulting in high margins

- APIs from the manufacturing facilities are used for dosage formulations under Gx business
- Gx R&D capabilities supporting Gx product launches of DI and Allergy
- Gx leveraging CMO for new products:** Injectables and oral liquids

# Market Leadership in Key Business Segments

	Business	Area Of Specialization	Competitive Positioning
Specialty Pharmaceuticals (Sterile Products)	RadioPharma	<ul style="list-style-type: none"> <li>Cardiac, lung and bone imaging &amp; thyroid therapy</li> </ul>	<ul style="list-style-type: none"> <li>US market share, as at June 30, 2016: ~64% market share of I-131, 100% market share in MAA, 100% market share in DTPA and a ~74% market share in MDP</li> </ul>
	CMO of Sterile Injectables	<ul style="list-style-type: none"> <li>Broad range of capabilities including sterile liquids and lyophilized products, OCLs, biologics etc.</li> </ul>	<ul style="list-style-type: none"> <li>Among top 5 CMOs in North America for sterile injectables</li> </ul>
	Allergy Therapy Products	<ul style="list-style-type: none"> <li>Differentiated Allergen Extracts</li> </ul>	<ul style="list-style-type: none"> <li>Among top 3 players in allergen extracts market in North America</li> </ul>
Generics	API	<ul style="list-style-type: none"> <li>CVS, CNS and anti-infectives</li> </ul>	<ul style="list-style-type: none"> <li>Global market share as at March 31, 2016: ~21% in Carbamazepine, ~25% in Oxcarbazepine, ~21% in Meclizine, ~23% in Citalopram and ~88% in Pinaverium Bromide</li> </ul>
	Solid Dosage Formulations	<ul style="list-style-type: none"> <li>Off-patent products</li> <li>CVS, CNS and steroids</li> </ul>	<ul style="list-style-type: none"> <li>US market share as at March 31, 2016: ~18% in Lamotrigine, ~23% in Meclizine, ~46% in Terazosin and ~37% in Methylprednisolone</li> </ul>

# Global Competitive Edge Due to Low Cost from Vertically Integrated Operations



✓ **Vertical integration across the value chain**

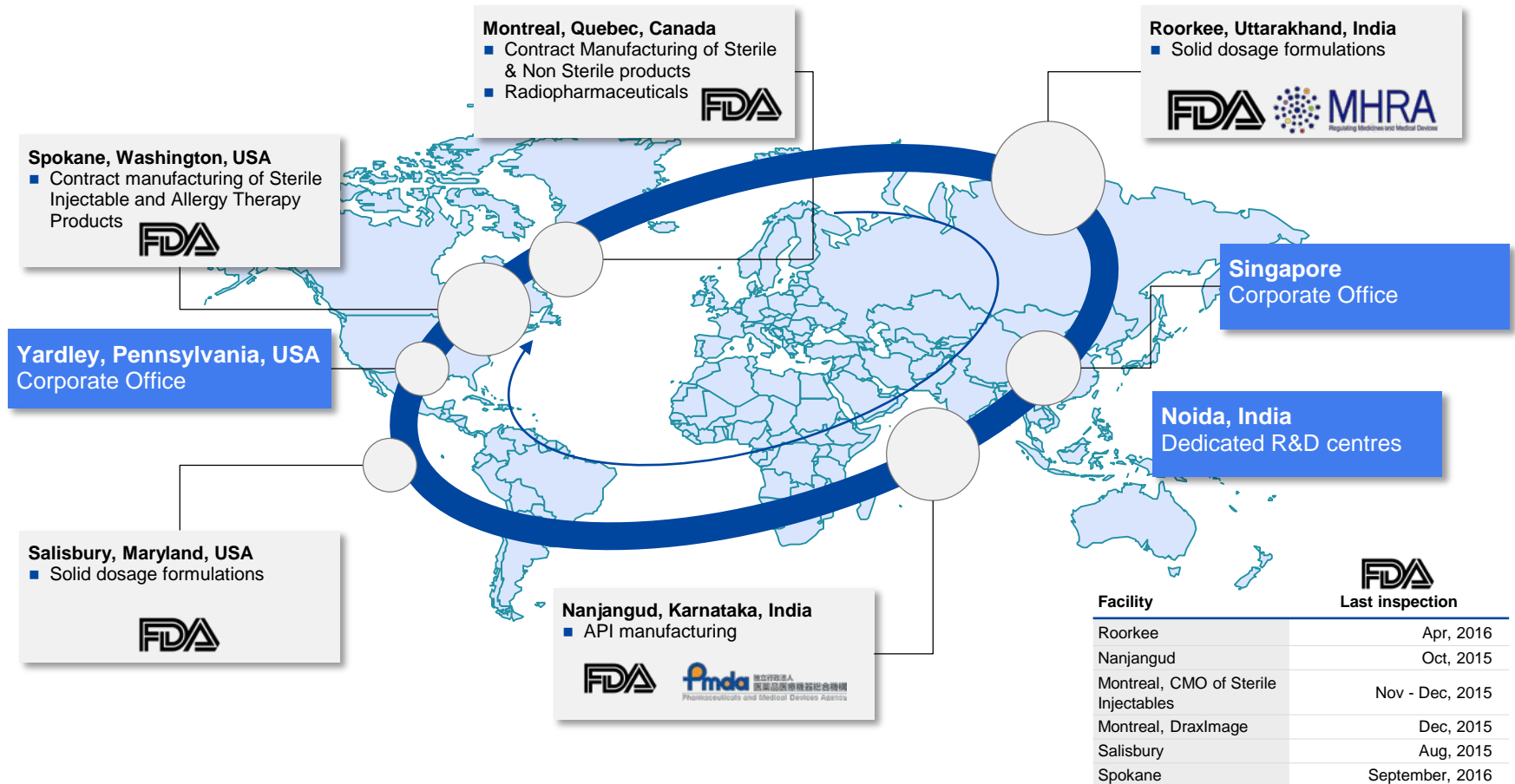
✓ **Competitive cost advantage**

✓ **Better capacity utilization due to captive demand**

✓ **Higher margins**








**R&D capability in Generics supports product development of RadioPharma and Allergy Therapy Products**

# Global High-Quality, World-Class, manufacturing footprint



**4 USFDA approved manufacturing facilities in North America and 2 USFDA approved manufacturing facilities in India**

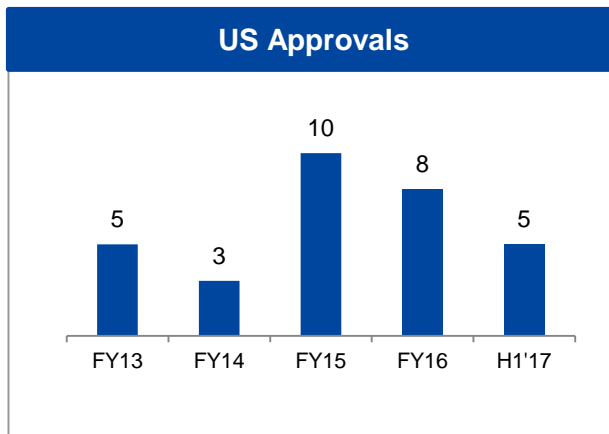
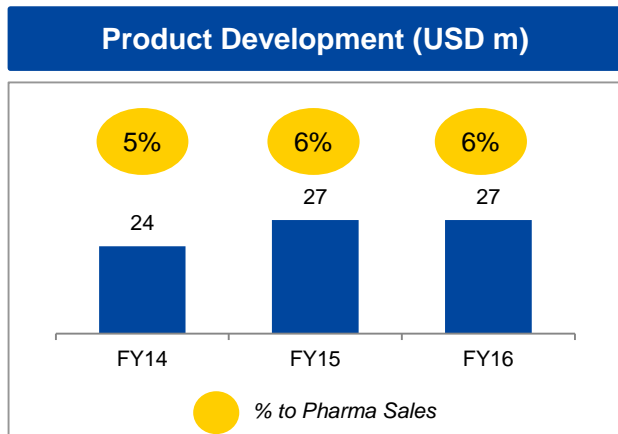
# Update on Regulatory Status

Regulatory Agency	Cadista USA	Roorkee India	CMO / Allergy Therapy Products Spokane USA	CMO Montreal	JDI Montreal Canada	Nanjangud India
 (USA)	Aug 2015	Apr 2016	Sep 2016	Nov – Dec 2015	Dec 2015	Oct 2015
 (Canada)				Sep 2015	Apr 2016	
 (Japan)		Dec 2015				May 2016
 (India SLA / CDSCO)		Sep 2015				May 2016 Sep 2016
 (Brazil)				May – June 2016		Mar 2015
 (Turkey)			Mar 2015			
 (Mexico)						Aug 2015

- Successful audits / inspections by multiple regulatory agencies / customers over the last decade
- All sites have been inspected by USFDA in the last 1 year
- Fast resolution of Warning Letters at CMO facilities within 12-15 months
- Use the experience from multiple Agency inspections to enhance compliance status of all sites
- World class quality control practices
- Global quality control function reporting to the Corporate Board

# Innovative Product Portfolio with Strong R&D Capabilities

- ▶ Strong R&D capabilities demonstrated by complex and niche product filings in formulations and API segments
- ▶ Strong R&D support with a dedicated workforce of 988 scientists
- ▶ Cumulative R&D spend of USD 78m over FY14 to FY16



**75 ANDAs filed (includes 3 ANDAs for dosage (sterile))**  
**26 ANDAs pending approvals (includes 1 pending ANDA approval for dosage (sterile))**

**5 approvals from USFDA including 2 in Dosage (Orals), 2 injectables and 1 505(b)(2) filing during H1'17**

**79 RadioPharma filings (includes 9 filings in US)**

**38 commercial APIs**  
**81 US DMFs filed**

**Product pipeline as on Sept 30, 2016**

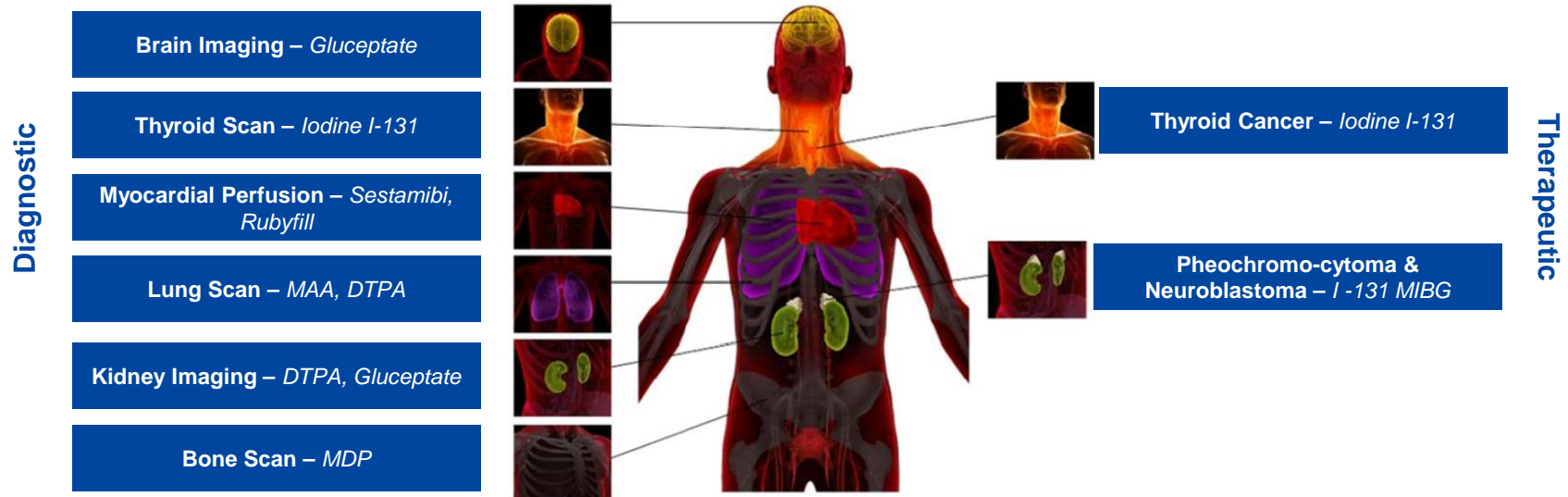
Region	Dosage (Orals)			Sterile Products		
	Filings	Approved	Pending	Filings	Approved	Pending
US	72	47	25	12 <sup>(1)</sup>	9 <sup>(2)</sup>	3
Canada	21	19	2	14	14	0
Europe	100	96	4	12	10	2
ROW	596	434	162	44	40	4
<b>Total</b>	<b>789</b>	<b>596</b>	<b>193</b>	<b>82<sup>(3)</sup></b>	<b>73</b>	<b>9</b>

(1) Includes 3 ANDA filings for dosage (sterile) and 9 radiopharma US filings  
 (2) Includes 2 ANDA filings for dosage (sterile) and 7 radiopharma US filings  
 (3) Includes 3 ANDA filings for dosage (sterile) and 79 radiopharma filings

# Strong Position in Radiopharma & Allergy Therapy Products Business

## Radiopharmaceuticals

- ▶ Wide array of therapeutic and diagnostic products, with market leadership and limited competition across key products in North America
- ▶ Demonstrated strong growth in Radiopharmaceuticals business (3-year Revenue CAGR of 51%)
  - Future growth to be driven by a strong product pipeline
  - Ruby-fill, an infuser device used for heart imaging is expected to be a key growth driver



## Allergy Therapy Products

- ▶ Strong market position in Allergy Therapy Products in North America
  - Among top 3 in the US for allergy immunotherapy with dominant market penetration
- ▶ US Market leader for manufacture of Stinging Insect Venom Immunotherapy Products

# Key Growth Drivers

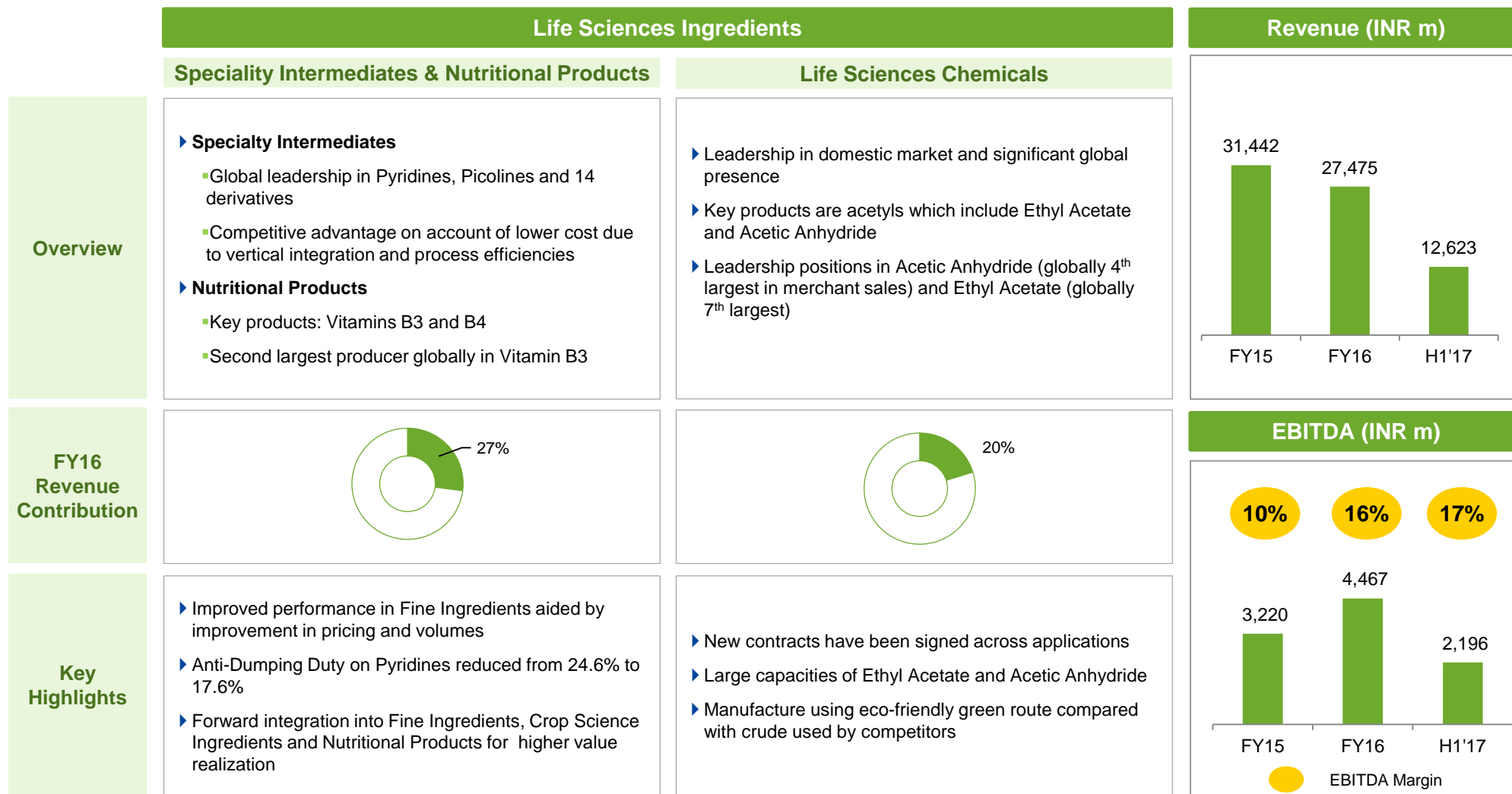
Pharmaceuticals	<b>Generics</b>	<ul style="list-style-type: none"><li>▶ Portfolio of 72 ANDAs filed with 25 pending approvals as on September 30, 2016<ul style="list-style-type: none"><li>■ Received 8 ANDA approvals in FY16 – launch of approved ANDAs to drive near term growth</li></ul></li><li>▶ Geographic expansion across Europe, Japan and Emerging Markets in Solid Dosage Formulations – portfolio of 717 filings and 549 approvals ex US as on September 30, 2016</li><li>▶ Deep relationships with customers</li><li>▶ 81 US DMFs, 39 CEPs in Europe and 37 Canadian DMFs as on September 30, 2016</li><li>▶ Expected filings of 8-10 ANDAs annually, including specialized segments like injectables and ophthalmics</li></ul>
	<b>Specialty Pharmaceuticals (Sterile Products)</b>	<ul style="list-style-type: none"><li>▶ New launches including differentiated products in niche businesses</li><li>▶ Strong order book in CMO business – expect good ramp up of operations and higher capacity utilization in the coming quarters</li><li>▶ Target deeper penetration in North America and accelerating growth to become a leading Allergy Therapy products Company in the US</li><li>▶ New targets, research opportunities and more collaborative programs in discovery services</li><li>▶ Strategic positioning in sterile injectables with limited competition</li><li>▶ Expected shortage of quality manufacturing sites for injectables in North America given increased compliance and regulatory focus</li></ul>





# Life Science Ingredients

# Overview



# Key Growth Drivers

## Life Sciences Ingredients

### Specialty Intermediates and Nutritional Products

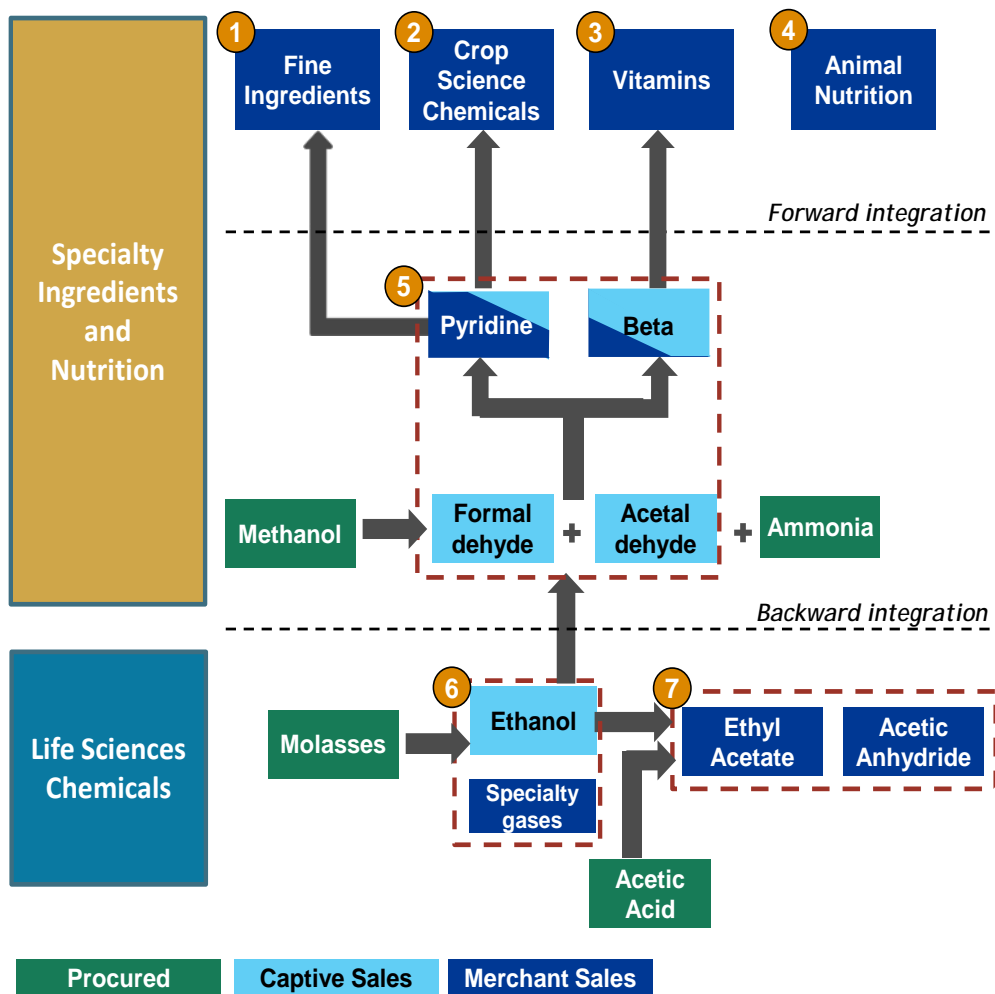
- ▶ Conversion of existing product specific plants to multi-purpose plants to meet enhanced customer demand requirements
- ▶ New Product launches in Specialty Intermediate plants
- ▶ Increased uptick of Life Sciences intermediates for Pharma related applications
- ▶ Increased focus on new, non-traditional geographies for Pyridine
- ▶ Increased demand for higher value-added products in Fine Ingredients and Nutritional Products
- ▶ Launched Alpha Picoline and Gamma Picoline during the year

### Life Sciences Chemicals

- ▶ Higher capacity utilization to aid growth for Acetic Anhydride
- ▶ Expanding geographic reach into Key Markets such as US and Europe
- ▶ Cost advantages:
  - Efficient process
  - Volume advantage in procurement
  - Multimodal transportation and reverse logistics to optimize costs

# Global Competitive Edge Due to Low Cost and Vertical Integration leads to Leadership positions in Key Products

Vertical integration across the value chain enables cost competitive advantage resulting in higher margins



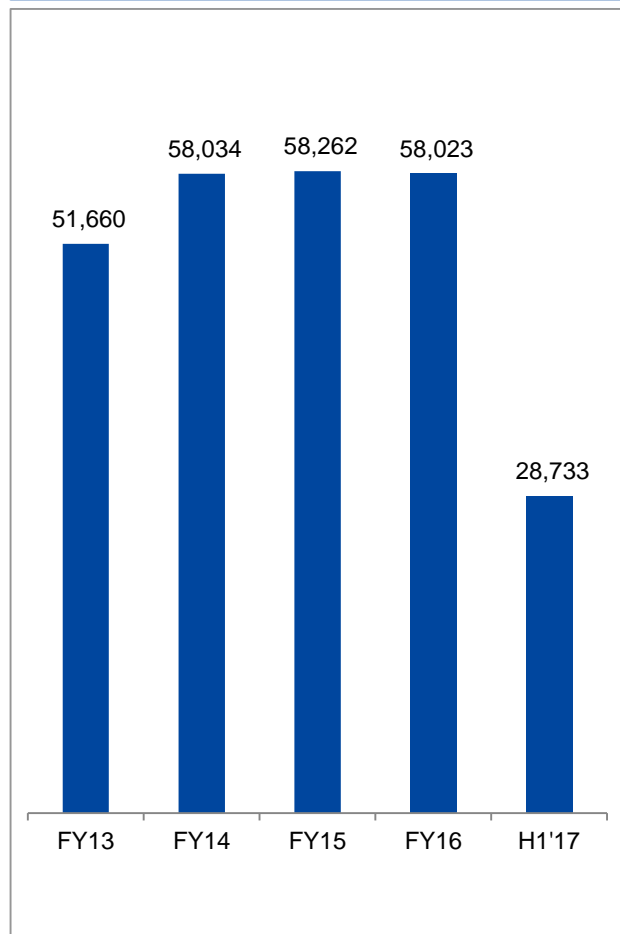
Specialty Intermediates and Nutritional Products	<ul style="list-style-type: none"> <li>▶ <b>Global leadership position</b> in Pyridines &amp; 14 Pyridine derivatives</li> <li>▶ <b>Second largest</b> producer globally in Vitamin B3</li> </ul>
Life Sciences Chemicals	<ul style="list-style-type: none"> <li>▶ <b>Globally #4</b> in Acetic Anhydride (Merchant Sales)</li> <li>▶ <b>Globally #7</b> in Ethyl Acetate</li> </ul>



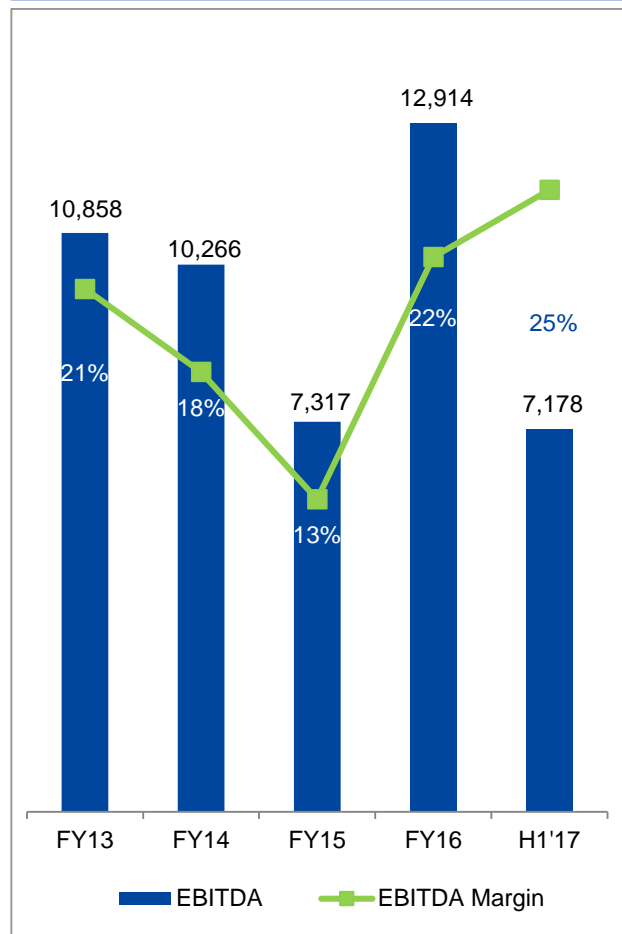
# Financial Overview

# Financial Overview

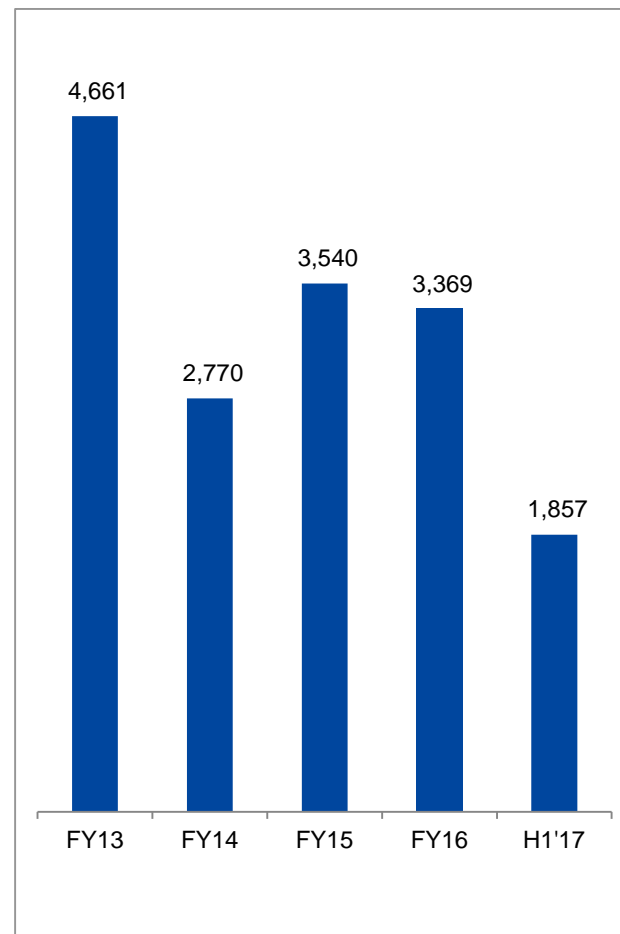
Consolidated Revenue (INR m)



Consolidated EBITDA (INR m) & EBITDA Margin

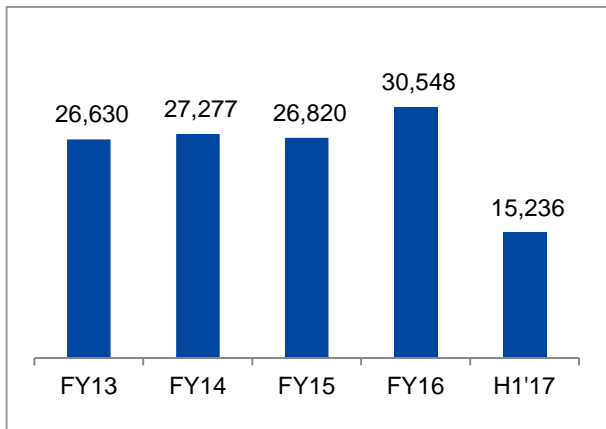


Consolidated Capex (INR m)

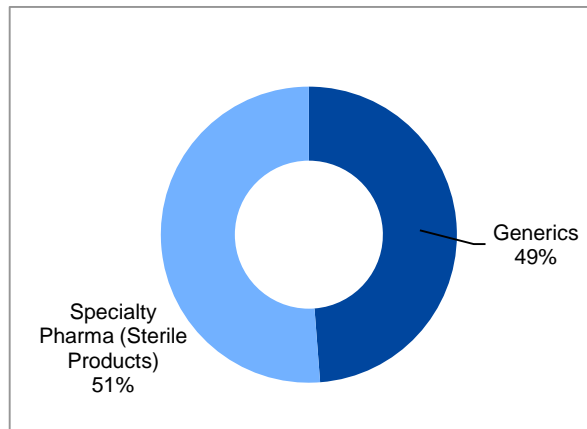


# Pharma Business: Overview

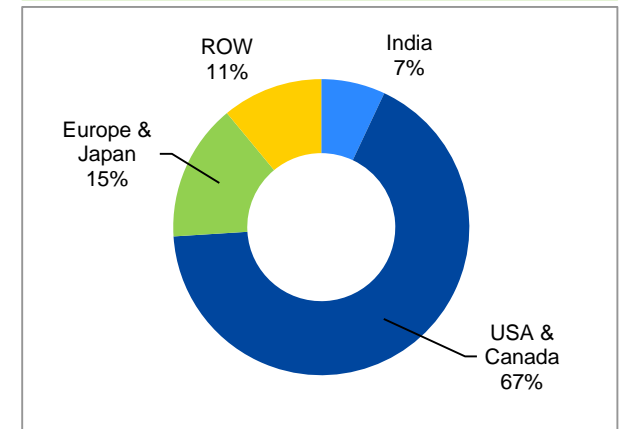
Revenue (INR m)



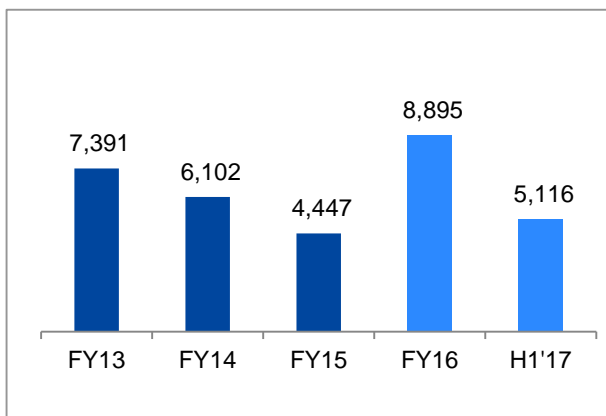
Revenue by Segment (H1'17)



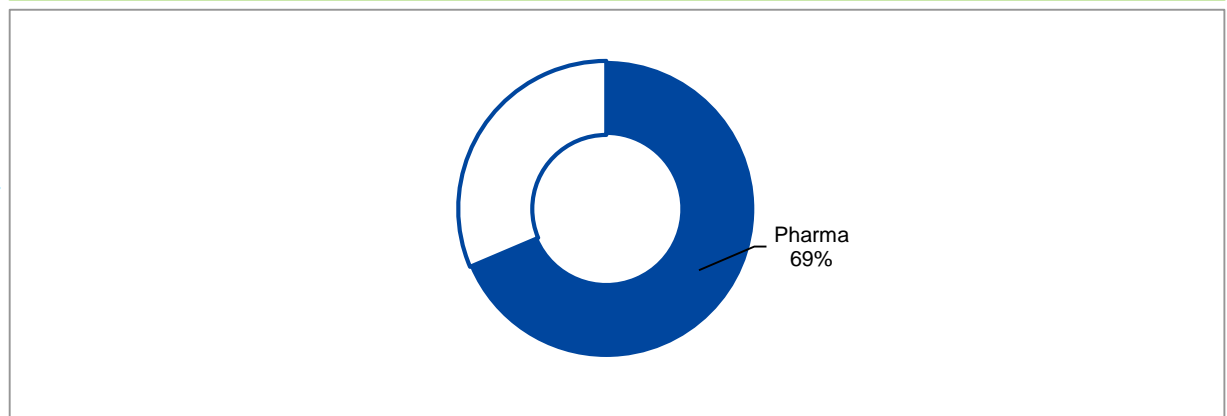
Revenue by Geography (H1'17)



EBITDA (INR m)

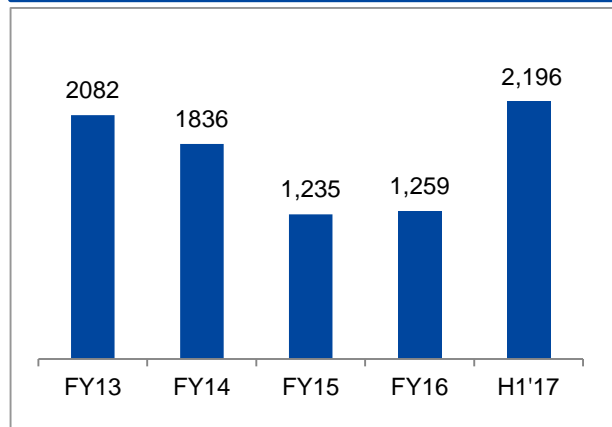


% of Total EBITDA (H1'17)

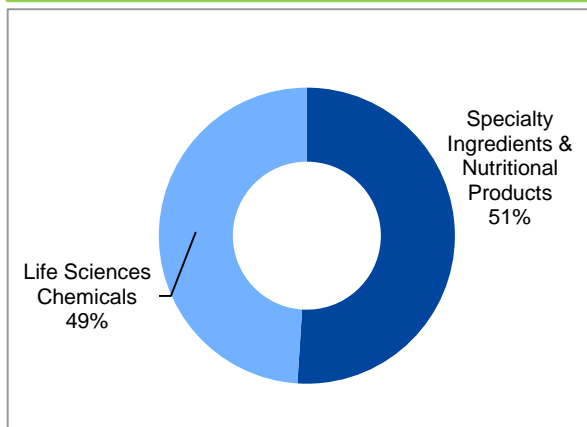


# Life Sciences Ingredients: Overview

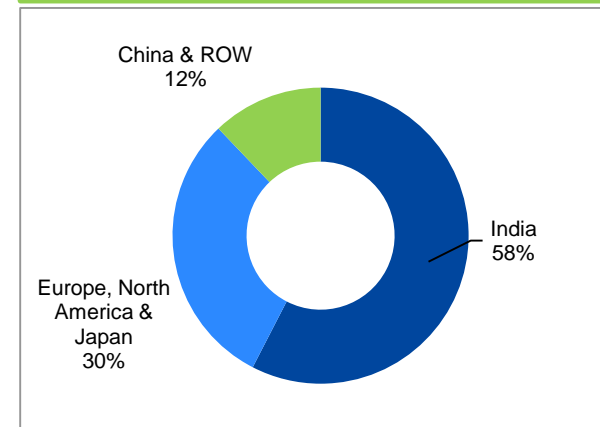
Revenue (INR m)



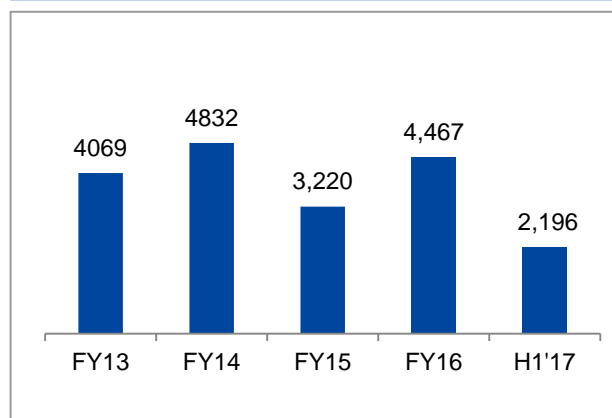
Revenue by Segment (H1'17)



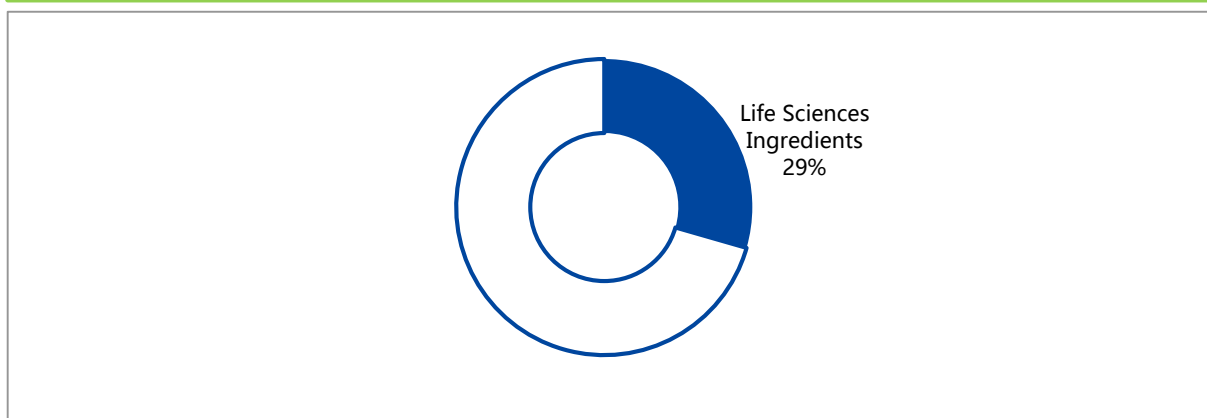
Revenue by Geography (H1'17)



EBITDA (INR m)



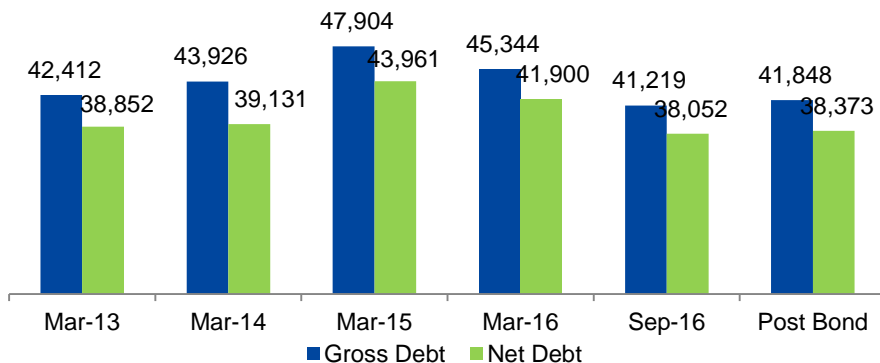
% of Total EBITDA (H1'17)



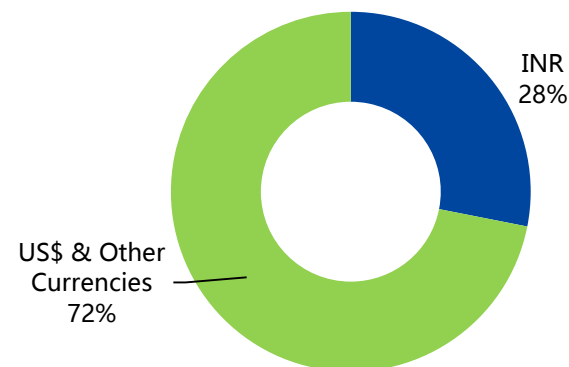


# Strong Balance Sheet

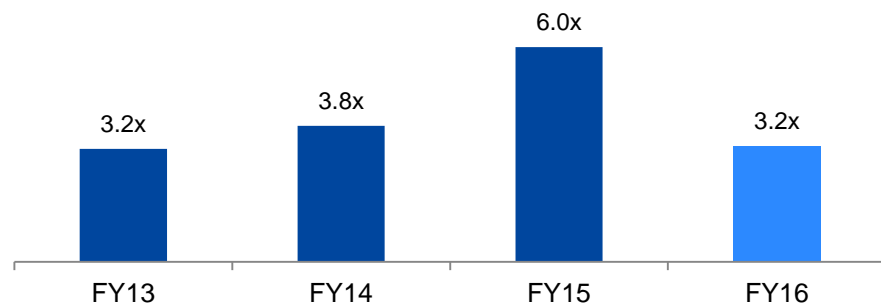
## Debt Overview (INR m)



## Debt Breakdown by Currency – Post Bond Issue



## Net Debt / EBITDA



- Reorganized debt portfolio in such a way that free cash flows would be adequate for scheduled loan repayments
- Prepaid all rupee loans scheduled for repayment during next two years
- Net Debt reduction of Rs. 3,960 Million in H1'17 after Net Debt reduction of Rs. 3,680 Million in FY 16
- Blended interest rate of 6.76% post bond issue from 7.95% resulting in estimated annualized interest saving of US\$ 8.3 Million

# Historical Financials – Profit and Loss Account

INR m	FY13	FY14	FY15	FY16	H1'17
<b>Total Income from Operations</b>	<b>51,660</b>	<b>58,034</b>	<b>58,262</b>	<b>58,023</b>	<b>28,733</b>
<i>Material Cost</i>	20,609	24,421	26,617	21,175	9,195
<i>Power and Fuel Cost</i>	3,567	3,897	3,930	3,667	1,579
<i>Employee Cost</i>	9,626	11,052	10,903	11,267	5,973
<i>Other Expenses</i>	7,299	8,588	9,920	9,136	4,901
<b>Total Expenses</b>	<b>41,101</b>	<b>47,958</b>	<b>51,370</b>	<b>45,245</b>	<b>21,648</b>
Other Income	299	190	425	136	92
<b>EBITDA including other income</b>	<b>10,858</b>	<b>10,266</b>	<b>7,317</b>	<b>12,914</b>	<b>7,178</b>
<i>% Margin</i>	<i>21%</i>	<i>18%</i>	<i>13%</i>	<i>22%</i>	<i>25%</i>
<i>Depreciation</i>	2,538	2,812	2,880	3,460	1,435
<i>Finance Cost</i>	2,987	3,237	3,553	3,786	1,627
<b>Profit after Interest but before Exceptional Items</b>	<b>5,333</b>	<b>4,217</b>	<b>884</b>	<b>5,669</b>	<b>4,115</b>
<i>Exceptional Item - Gain / (Loss)</i>	-1,922	-2,145	-481	175	3
<i>Tax</i>	1,524	696	805	1,529	1,040
<i>Minority Interest</i>	361	286	176	-	14
<b>Reported Net Profit After Tax and Minority Interest</b>	<b>1,527</b>	<b>1,090</b>	<b>-578</b>	<b>4,315</b>	<b>3,064</b>
<b>Normalized Net Profit after tax</b>	<b>3,449</b>	<b>3,235</b>	<b>-97</b>	<b>4,140</b>	<b>3,062</b>

# Historical Financials – Balance Sheet

INR m	Mar-13	Mar-14	Mar-15	Mar-16
<b>EQUITY AND LIABILITIES</b>				
<b>Shareholders Funds</b>	<b>24,761</b>	<b>26,265</b>	<b>24,535</b>	<b>29,096</b>
<i>Share Capital</i>	159	155	159	159
<i>Reserves and Surplus</i>	24,602	26,111	24,376	28,936
Minority Interest	1,115	1,579	-	-
<b>Non Current Liabilities</b>	<b>30,049</b>	<b>21,850</b>	<b>40,361</b>	<b>35,230</b>
<i>Long Term Borrowings</i>	24,688	17,169	36,913	30,440
<i>Deferred Tax Liabilities</i>	2,922	2,371	2,380	3,269
<i>Other Long Term Liabilities</i>	59	115	398	816
<i>Long Term Provisions</i>	2,380	2,195	670	705
<b>Current Liabilities</b>	<b>27,784</b>	<b>38,944</b>	<b>21,292</b>	<b>25,145</b>
<i>Short Term Borrowings</i>	11,314	11,878	5,172	7,282
<i>Trade Payables</i>	6,471	7,181	7,212	5,996
<i>Other Current Liabilities</i>	8,980	17,312	7,933	9,772
<i>Short-Term Provisions</i>	1,018	2,572	975	2094
<b>TOTAL EQUITY &amp; LIABILITIES</b>	<b>83,709</b>	<b>88,638</b>	<b>86,188</b>	<b>89,470</b>

INR m	Mar-13	Mar-14	Mar-15	Mar-16
<b>ASSETS</b>				
<b>Non Current Assets</b>	<b>58,098</b>	<b>59,358</b>	<b>59,043</b>	<b>60,457</b>
<i>Fixed Assets</i>	37,278	37,932	37,755	38,539
<i>Goodwill</i>	16,766	17,780	17,325	18,311
<i>Non Current Investments</i>	256	340	395	361
<i>Long-term loans and advances</i>	3,790	3,300	3,563	3,246
<i>Other Non-Current Assets</i>	9	6	6	1
<b>Current Assets</b>	<b>25611</b>	<b>29280</b>	<b>27145</b>	<b>29013</b>
<i>Inventories</i>	11162	13414	12353	12161
<i>Trade Receivables</i>	7085	8059	8193	9297
<i>Cash and Bank Balances</i>	3561	4795	3943	3445
<i>Short-Term Loans and Advances</i>	2565	2145	2143	3626
<i>Other Current Assets</i>	1238	868	513	485
<b>TOTAL ASSETS</b>	<b>83,709</b>	<b>88,638</b>	<b>86,188</b>	<b>89,470</b>

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# Q2'17 Results Analysis

# Income Statement – Q2'FY17

Particulars	Q2'FY16	Q2'FY17	YoY Growth
	(Rs Crs)		(%)
<b>Total Income from Operations</b>	<b>1,492</b>	<b>1,419</b>	<b>-5%</b>
Pharmaceuticals	710	769	8%
Life Science Ingredients	754	613	-19%
Drug Discovery Solutions	27	38	39%
Total Expenditure	1,169	1,079	-8%
Other Income	4	5	10%
<b>EBITDA including Other Income</b>	<b>328</b>	<b>345</b>	<b>5%</b>
Pharmaceuticals	225	256	14%
Life Science Ingredients	110	102	-7%
Drug Discovery Solutions	(2)	(1)	
Depreciation and Amortization	75	72	-4%
Finance Cost	92	80	-13%
<b>Profit before Tax</b>	<b>160</b>	<b>193</b>	<b>21%</b>
Tax Expenses (Net)	36	50	37%
Minority Interest	(2)	(1)	
<b>Net Profit After Tax and Minority Interest</b>	<b>126</b>	<b>145</b>	<b>15%</b>
<b>Earnings Per Share - Face Value Re. 1 (Rs.)</b>	<b>8.10</b>	<b>9.29</b>	
	(%)		(bps)
EBITDA Margins - Company	22.0%	24.3%	236
Pharmaceuticals	31.6%	33.3%	166
Life Science Ingredients	14.5%	16.7%	217
Drug Discovery Solutions	-6.5%	-4.0%	249
Net Margins	8.5%	10.2%	173

# Financial Highlights – Q2'FY17

- **Consolidated revenue at Rs. 1,419 Crore**
  - Pharmaceutical revenue at Rs. 769 Crore, contributing 54% to the revenues, up 8% YoY
  - Life Science Ingredients revenue at Rs. 613 Crore, contributing 43% to the revenues
  - Drug Discovery Solutions revenue at Rs. 38 Crore, contributing 3% to the revenues, up 39% YoY
  - International revenues at Rs. 984 Crore, contributing 69% to the revenues
- **EBITDA at Rs. 345 Crore, up 5% YoY; EBITDA margins at 24.3%, up from 22% in Q2'16**
  - Pharmaceuticals segment EBITDA grew 14% to Rs. 256 Crore, with margins of 33.3%, up from 31.6% in Q2FY16; Contributes 72% to the company's Business EBITDA
  - Life Science Ingredients EBITDA at Rs. 102 Crore; margins at 16.7%, from 14.5% in Q2'16
  - Drug Discovery Solutions EBITDA margins at (4)%, up from (6.5)% in Q2'16
- **PAT at Rs. 145 Crore compared to Rs. 126 Crore in Q2 FY 16, up 15% YoY**
- **EPS of Rs. 9.29 in the quarter, up from 8.10 in Q2 FY 16**
- **Capital Expenditure of Rs. 71 Crore**
- **Net Debt reduction of Rs. 149 Crore**
- **Successful issuance of high yield bonds of US\$ 300 Million with yield of 4.875% maturing in 2021 rated by Fitch and S&P at BB and BB- respectively**

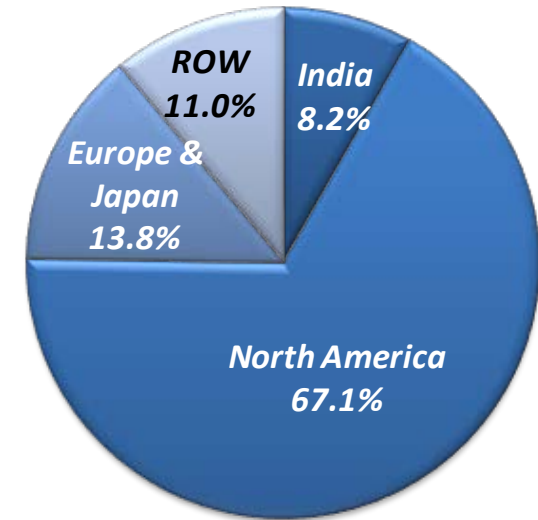
# Pharma Business Highlights – Q2'FY17

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- **Revenues of Rs. 769 Crore, up 8% YoY**
  - Specialty Pharmaceuticals (Sterile Products) revenues decline 5% YoY due to maintenance shutdown of CMO facility; contribute 49% to the sales
  - Generics revenues grew 25% YoY, led by strong growth in APIs and ROW business in Solid Dosage Formulations
  - USFDA approval received for Rubyfill 505(b)(2) filing with potential market size of US\$ 250 Million by FY 21; Expected to be launched in Q3 FY17
  - Received Australian approval for Lyophilized kit for the preparation of Tc 99m MAA Injection
  - Successfully completed USFDA inspection at CMO Spokane without any major observations
- **EBITDA of Rs 256 Crore, growth of 14% YoY with margins at 33.3%, up from 31.6% in Q2 FY16; aided by improvement in Generics; Segment contributes to 72% of the company's EBITDA**
- **R&D spent during the quarter of Rs. 46 Crore – 6% to segment sales. R&D charged to P&L is Rs. 29 Crore**

# Pharma Business Highlights – Q2'FY17

Region-wise Revenue (Rs crs)	Q2'FY16	Q2'FY17	Mix %	YoY %
<b>International</b>	<b>676</b>	<b>706</b>	<b>92%</b>	<b>4%</b>
North America	533	516	67%	-3%
Europe & Japan	96	106	14%	10%
ROW	47	85	11%	79%
<b>India</b>	<b>35</b>	<b>63</b>	<b>8%</b>	<b>82%</b>
<b>Income from Operations</b>	<b>710</b>	<b>769</b>	<b>100%</b>	<b>8%</b>



- International Revenues grow 4% YoY to Rs. 706 Crore
  - Revenues from North America at Rs. 516 Crore, contributing 67% to the revenues
- Ex-North America, international sales grew 33% YoY to Rs. 190 Crore
  - Revenues from Europe and Japan were at Rs. 106 Crore, up 10% YoY and contributing 14% to revenues
  - Revenues from Rest of the World stood at Rs. 85 crore, up 79% YoY and contributing 11% to the revenues
- India Revenues grow 82% YoY to Rs. 63 Crore, contributing 8% to the revenues



# Portfolio of R&D products – Filings and Approvals

Product pipeline as on Sept 30, 2016						
Region	Dosage (Orals)			Sterile including JDI		
	Total Filings	Approval	Pending	Total Filings	Approval	Pending
US	72	47	25	12	9	3
Canada	21	19	2	14	14	0
Europe	100	96	4	12	10	2
ROW	596	434	162	44	40	4
<b>Total</b>	<b>789</b>	<b>596</b>	<b>193</b>	<b>82</b>	<b>73</b>	<b>9</b>

## We have a total of 871 filings across geographies

- 789 filings in Dosage (Orals)
- 82 filings in Sterile products including JDI
- Of this, 669 filings (596 Dosage (Orals) and 73 Sterile Products) have been approved
- 202 filings (193 Dosage (Orals) and 9 Sterile Products) are pending approval

# Portfolio of Radiopharmaceuticals Sterile Products – Filings and Approvals

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- **USFDA approval received for Rubyfill; On track for expected launch in Q3 FY17**
- **Filing status as on September 30, 2016:**
  - 7 approved registrations and 2 pending approvals in the US
  - 14 registrations in Canada which are all approved
  - 12 registrations in Europe of which 2 are pending for approval
  - In ROW countries, we have a total of 44 registrations/licenses, of which 4 are pending for approval
- **During the quarter, we made one filing and received one approval**

# Portfolio of Radiopharmaceuticals Sterile Products – Filings and Approvals

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- **Orphan Drug I-131 MIBG – NDA filing in US**
  - i. Jubilant has received Orphan drug status with eligibility for accelerated approval
  - ii. Indicated for treatment of paediatric Neuroblastoma, accounting for 6% of cancers in children
  - iii. Jubilant’s MIBG has already been used for over a decade in USFDA approved expanded access trials and two academic consortiums – NANT (New Approaches to Neuroblastoma Therapy) and COG (Children Oncology Group)
  - iv. Enrolment for a 65 patient pivotal phase II trial is expected to start by H2 FY17; Agreement with USFDA for fast track approval post these trials
  - v. We expect approval in FY19
  
- **Exametazime – 505 (b) (2) filing in US**
  - i. Approved for brain imaging; Can be utilized for SPECT or Planar Imaging of Infection
  - ii. Submission study report and analysis completed with robust data
  - iii. Filed under the 505 (b) (2) regulatory pathway in July 2016; Expect approval in H2 FY18
  
- Further, we are working on 7 other products for the US market, and we plan to file at least one product in FY 17 and balance in coming years. These are expected to be very niche and differentiated products including some 505 (b) (2) filings.

# Portfolio of Generics – Filings and Approvals

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## Dosage (Orals)

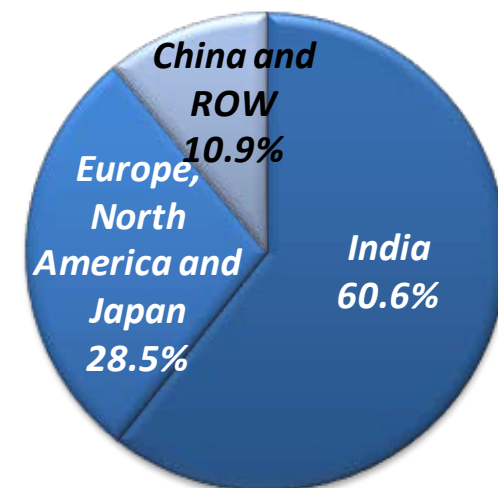
- **Filed 72 ANDAs in the US**
  - i. 47 ANDAs have been approved and 25 ANDAs are pending approval
  - ii. We plan to file about 10 ANDAs in FY 17
  
- **Made 717 filings in ROW markets including Canada, Europe and Japan**
  - i. 549 filings have been approved and 168 filings are pending approval

## Injectables and Others

- **Total 3 products filed and approvals for 2 have been received**

# LSI Business Highlights – Q2'FY17

Region-wise Revenue (Rs crs)	Q2'FY16	Q2'FY17	Mix %	YoY %
<b>International</b>	<b>341</b>	<b>241</b>	<b>39%</b>	<b>-29%</b>
Europe, North America and Japan	224	174	28%	-22%
China and ROW	116	67	11%	-43%
<b>India</b>	<b>414</b>	<b>371</b>	<b>61%</b>	<b>-10%</b>
<b>Income from Operations</b>	<b>754</b>	<b>613</b>	<b>100%</b>	<b>-19%</b>



- Revenues at Rs. 613 Crore; Contributes 43% to total revenues
  - International markets share stood at 39% of total revenues
  - Revenues from Key Developed Markets stood at Rs. 174 Crore, contributing 28% to segment revenues; India business was at Rs. 371 Crore
- Revenues decline mainly due to lower input prices from lower crude prices resulting in decrease in prices of finished products and focus on some profitable markets
- Life Science Chemicals won a contract of US\$ 10 Million from a major European customer
- Alpha Gamma plant commissioned; Launched Alpha Picoline and Gamma Picoline
- EBITDA margins at 16.7%, up from 14.5% in Q2 FY16; improvement in margins due to better performance in Life Science Chemicals and focus on profitable sales, cost-optimization initiatives and process efficiencies

# Drug Discovery Solutions Business Highlights – Q2'FY17

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- Revenues at Rs. 38 Crore, grew 39% YoY; Contributes 3% to total revenues
- EBITDA at Rs. (1) Crore, up from Rs. (2) Crore in Q2'16; EBITDA margins at (4)%, up from (6.5)% in Q2'16
- In Proprietary Drug Discovery, the pipeline of novel products continues to remain very strong. We continue to evaluate further licensing opportunities of some of our existing pipeline
- Business contracts renewed with existing clients and several new clients on boarded across all regions
- Integrated Projects, GMP (Good Manufacturing Practice) Chemistry FTE, DMPK including Toxicology functional business gains traction; strong client interest witnessed

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# Half-Yearly Results Analysis

# Income Statement – H1'FY17

Particulars	H1'FY16	H1'FY17	YoY Growth
	(Rs Crs)		(%)
<b>Total Income from Operations</b>	<b>2,977</b>	<b>2,873</b>	<b>-3%</b>
Pharmaceuticals	1,417	1,524	8%
Life Science Ingredients	1,509	1,262	-16%
Drug Discovery Solutions	52	87	69%
Total Expenditure	2,329	2,165	-7%
Other Income	8	9	11%
<b>EBITDA including Other Income</b>	<b>656</b>	<b>718</b>	<b>9%</b>
Pharmaceuticals	451	512	13%
Life Science Ingredients	233	220	-6%
Drug Discovery Solutions	(3)	15	
Depreciation and Amortization	145	144	-1%
Finance Cost	183	163	-11%
<b>Profit before Tax</b>	<b>328</b>	<b>411</b>	<b>26%</b>
Tax Expenses (Net)	74	104	41%
Minority Interest	(3)	1	
<b>Net Profit After Tax and Minority Interest</b>	<b>258</b>	<b>306</b>	<b>19%</b>
<b>Earnings Per Share - Face Value Re. 1 (Rs.)</b>	<b>16.56</b>	<b>19.67</b>	
	(%)		(bps)
EBITDA Margins - Company	22.1%	25.0%	293
Pharmaceuticals	31.8%	33.6%	175
Life Science Ingredients	15.4%	17.4%	196
Drug Discovery Solutions	-5.0%	16.6%	2164
Net Margins	8.7%	10.7%	199



# Financial Highlights – H1'FY17

- **Consolidated revenue at Rs. 2,873 Crore**

- Pharmaceuticals revenue at Rs. 1,524 Crore, up 8% YoY, contributing 53% to the revenues
- LSI revenue at Rs. 1,262 Crore, contributing 44% to the revenues
- Drug Discovery Solutions revenue at Rs. 87 Crore, up 69% YoY, contributing 3% to the revenues
- International revenues at Rs. 2,034 Crore, contributing 71% to the revenues

- **EBITDA at Rs. 718 Crore, improving by 9% YoY with EBITDA margins at 25%, up from 22.1% in H1'16**

- Pharmaceuticals segment EBITDA grew 13% YoY to Rs. 512 Crore with margins at 33.6%, segment contributes 69% to total Business EBITDA
- Life Science Ingredients EBITDA at Rs. 220 Crore; margins at 17.4%, up from 15.4% in H1'16
- Drug Discovery Solutions EBITDA at Rs. 15 Crore; margins at 16.6%, up from (5)% in H1'16

- **PAT at Rs. 306 Crore, up 19% YoY from 258 Crore in H1'16, with an EPS of Rs. 19.67**

- **Capital Expenditure of Rs. 113 Crore**

- **Net Debt reduction of Rs. 396 Crore**

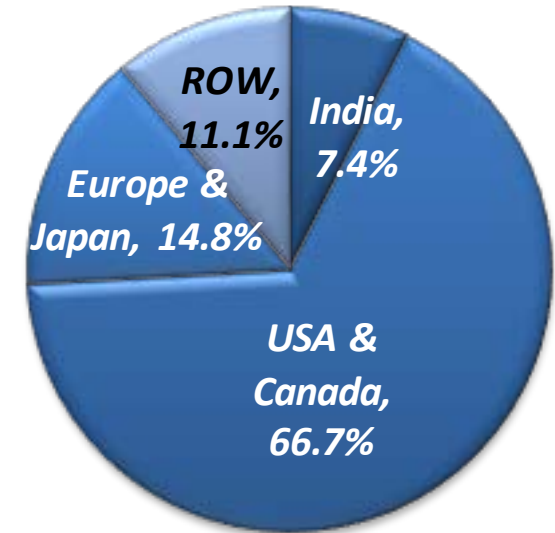
- **Received payment of US\$ 2 Million with contingent payment totaling up to US\$ 180 Million for out-licensing of Novel BET Inhibitors in Drug Discovery Solutions**

# Pharma Business Highlights – H1'FY17

- **Revenues of Rs. 1,524 Crores, up 8% YoY**
  - Specialty Pharmaceuticals (Sterile Products) revenues grow 4% YoY; contribute 51% to segment sales
  - Generics revenues grew 12% YoY, led by strong growth in APIs and ROW business in Solid Dosage Formulations
  - USFDA inspections of our Roorkee and CMO Spokane facilities completed
  - Received 5 approvals from USFDA including 2 in Dosage (Orals), 2 injectables and 1 in Radiopharmaceuticals
- **EBITDA growth of 13% YoY with margins at 33.6%, aided by improvement in Generics and CMO of Sterile Injectables; Segment contributes 69% to the company's EBITDA**
- **R&D spend during H1'17 is Rs. 100 Crore – 6.6% to segment sales. R&D charged to P&L is Rs. 60 Crore**

# Pharma Business Highlights – H1'FY17

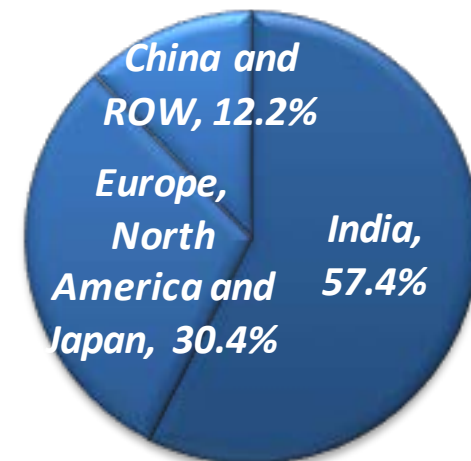
Geo-wise Revenue (Rs crs)	H1'FY16	H1'FY17	Mix %	YoY %
<b>International</b>	<b>1,341</b>	<b>1,411</b>	<b>93%</b>	<b>5%</b>
USA & Canada	1,063	1,017	67%	-4%
Europe & Japan	170	225	15%	33%
ROW	108	169	11%	56%
<b>India</b>	<b>76</b>	<b>113</b>	<b>7%</b>	<b>49%</b>
<b>Income from Operations</b>	<b>1,417</b>	<b>1,524</b>	<b>100%</b>	<b>8%</b>



- International Revenues grow 5% YoY to Rs. 1,411 Crore
  - Revenues from North America were at Rs. 1,017 Crore, contributing 67% to the revenues
- Ex-North America, international sales grew 42% YoY to Rs. 394 Crore
  - Revenues from Europe and Japan were at Rs. 225 Crore, higher by 33% YoY and contributing 15% to the revenues
  - Revenues from Rest of the World stood at Rs. 169 crore, up 56% YoY and contributing 11% to the revenues
- India Revenues grow 49% YoY to Rs. 113 Crore, contributing 7% to the revenues

# LSI Business Highlights – H1'FY17

Geo-wise Revenue (Rs crs)	H1'FY16	H1'FY17	Mix %	YoY %
<b>International</b>	<b>696</b>	<b>537</b>	<b>43%</b>	<b>-23%</b>
Europe, North America and Japan	456	383	30%	-16%
China and ROW	239	154	12%	-36%
<b>India</b>	<b>813</b>	<b>725</b>	<b>57%</b>	<b>-11%</b>
<b>Income from Operations</b>	<b>1,509</b>	<b>1,262</b>	<b>100%</b>	<b>-16%</b>



- Revenues at Rs. 1,262 Crore; Contribute 44% to total revenues
  - International markets share stood at 43% of total segment revenues
  - Revenues from Key Developed Markets stood at Rs. 383 Crore, contributing 30% to revenues; India business was at Rs. 725 Crore
- Revenues decline mainly due to lower input prices from lower crude prices resulting in decrease in prices of finished products and focus on some profitable markets
- Witnessed robust growth in Fine Ingredients business
- Alpha Gamma plant commissioned; Launched Alpha Picoline and Gamma Picoline
- EBITDA margins at 17.4%, up from 15.4% in H1'16; improvement in margins due to better performance in Life Science Chemicals and our focus on profitable sales, cost-optimization initiatives and process efficiencies

# Drug Discovery Solutions Business Highlights – H1'FY17

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- Revenues at Rs. 87 Crore, grow 69% YoY; Contributes 3% to total revenues
- EBITDA at Rs. 15 Crore, including out-licensing income of US\$ 2 Million, up from Rs. (3) Crore in H1'16
- Proprietary Drug Discovery
  - **Out-licensing of family of patents covering compounds that inhibit BRD4, a member of the BET (Bromodomain and Extra Terminal) for cancer treatment**
    - i. We have entered into exclusive out-licensing agreement with Checkpoint Therapeutics for Novel BET Inhibitors.
    - ii. This includes upfront payment of US\$ 2 Million and Contingent pre-clinical, clinical and regulatory payments including commercial milestones totaling up to US\$ 180 Million.
    - iii. Jubilant will receive research funding and royalty payments on successful commercialization of the compounds.
  - **The pipeline of novel products is very strong. We continue to evaluate further licensing opportunities of some of our existing pipeline and one of the asset is under due diligence**
  - **Strategic investments in Drug Discovery ventures**
    - i. Received upfront payment of US\$ 4.6 Million in Q4'16 and contingent payment up to US\$ 18 Million based on the achievement of certain pre-determined clinical and regulatory milestones from 10% interest as a limited partner in one of the venture funds specialized in seeding and investing in early stage drug discovery firms. These payments are on account of an acquisition by a large pharma company of one of their investee companies having assets in early stage clinical development

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# Annual Results Analysis

# Income Statement – FY16

Particulars	FY15	FY16	YoY Growth
	(Rs Crs)		(%)
<b>Total Income from Operations</b>	<b>5,826</b>	<b>5,802</b>	<b>0%</b>
Total Expenditure	5,136	4,525	
Other Income	42	14	
<b>EBITDA including Other Income</b>	<b>732</b>	<b>1,291</b>	<b>76%</b>
Depreciation and Amortization	288	346	
Finance Cost	355	379	
<b>Profit after Interest but before Exceptional Items</b>	<b>88</b>	<b>567</b>	<b>541%</b>
Exceptional Item - Gain/(Loss)	(48)	17	
Tax Expenses (Net)	80	153	
Minority Interest	18	0	
<b>Net Profit After Tax and Minority Interest</b>	<b>(58)</b>	<b>431</b>	
Paid-up share capital (Face value per share Re.1)	15.93	15.93	
Earnings Per Share - Basic (Rs.)	(3.63)	27.09	
	(%)		(bps)
EBITDA Margins	12.6%	22.3%	970
Net Margins	-1.0%	7.4%	843

# Financial Highlights – FY16

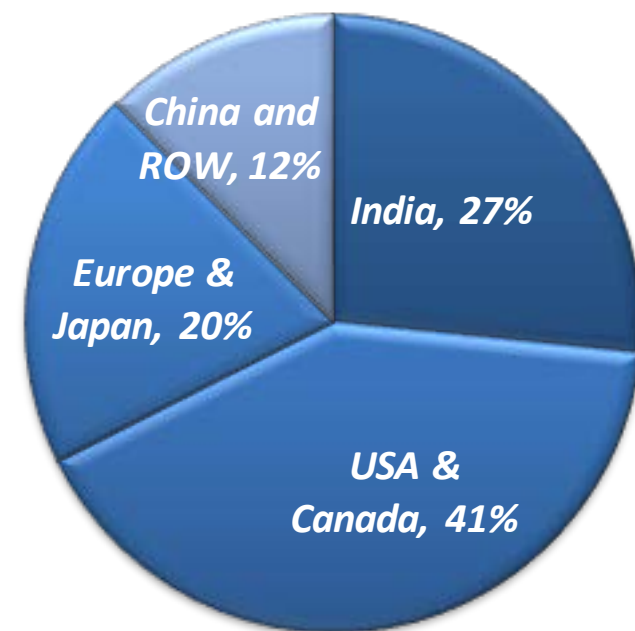
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- **Income from Operations at Rs. 5,802 crs**
  - 14% increase in Pharmaceuticals revenues driven by CMO, Radiopharmaceuticals and APIs
  - 13% decline in Life Science Ingredients mainly due to competition from crude-derived substitutes and Chinese competition
- **EBITDA at Rs. 1,291 crs, compared to Rs. 732 Crore in FY 15**
  - EBITDA grows 76% YoY; Margins at 22.3%, up from 12.6% in FY15
  - Pharmaceuticals segment's EBITDA at Rs. 889 Crore, growth of 100% YoY with margins of 29.1% as compared to 16.6% in FY15; EBITDA contribution of 67% to the total Business EBITDA, compared to 58% in FY15
  - Life Science Ingredients segment's EBITDA at Rs. 447 Crore, growth of 39% with margins of 16.3% as compared to 10.2% in FY15; EBITDA contribution of 33% to the total EBITDA
- **Profit After Tax at Rs. 431 Crore, compared to Rs. (58) Crore in FY15**
  - Earnings Per Share for Re. 1 FV equity share at Rs. 27.09 up from Rs. (3.63) in FY15



# Company Revenue – Geography wise – FY16

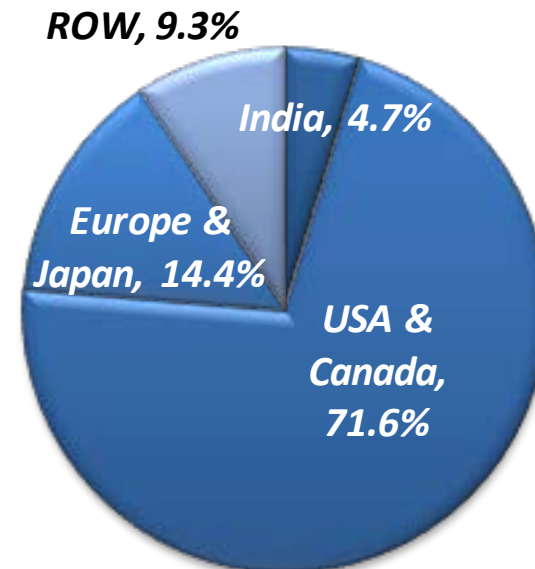
Geo-wise Revenue (Rs crs)	FY15	FY16	Mix %	YoY %
<b>International</b>	<b>4,137</b>	<b>4,260</b>	<b>73%</b>	<b>3%</b>
USA & Canada	2,199	2,380	41%	8%
Europe & Japan	1,166	1,155	20%	-1%
China and ROW	772	724	12%	-6%
<b>India</b>	<b>1,690</b>	<b>1,543</b>	<b>27%</b>	<b>-9%</b>
<b>Income from Operations</b>	<b>5,826</b>	<b>5,802</b>	<b>100%</b>	<b>0%</b>



- **73% of Income from International Markets, at Rs. 4,260 crs, grew 3% YoY**
  - Regulated Markets - USA, Canada, Europe & Japan contribute 61% to revenue
  - Growth of 8% in USA and Canada primarily driven by Specialty Pharmaceuticals
- **27% Income from India at Rs. 1,543 crs**

# Pharma Revenue – Geography wise – FY16

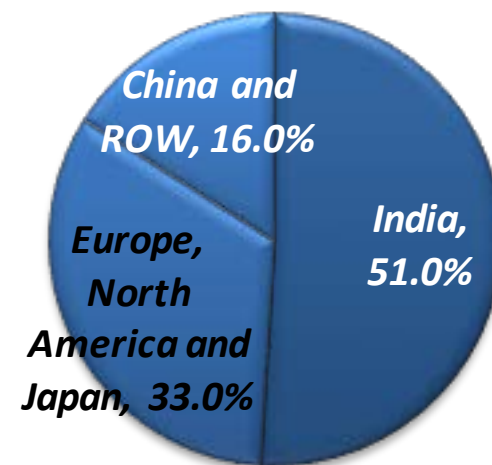
Geo-wise Revenue (Rs crs)	FY15	FY16	Mix %	YoY %
<b>International</b>	<b>2,560</b>	<b>2,913</b>	<b>95%</b>	<b>14%</b>
USA & Canada	1,964	2,189	72%	11%
Europe & Japan	386	440	14%	14%
ROW	210	284	9%	35%
<b>India</b>	<b>122</b>	<b>142</b>	<b>5%</b>	<b>16%</b>
<b>Income from Operations</b>	<b>2,682</b>	<b>3,055</b>	<b>100%</b>	<b>14%</b>



- **95% of Income from International Markets, at Rs. 2,913 crs, grew 14% YoY**
  - Regulated Markets - USA, Canada, Europe & Japan contribute 86% to revenue
  - Growth of 11% in USA and Canada primarily driven by Specialty Pharmaceuticals
  - ROW markets grow 35% YoY
- **5% Income from India at Rs. 142 crs, up 16% YoY**

# LSI Revenue – Geography wise – FY16

Geo-wise Revenue (Rs crs)	FY15	FY16	Mix %	YoY %
<b>International</b>	<b>1,577</b>	<b>1,347</b>	<b>49%</b>	<b>-15%</b>
Europe, North America and Japan	1,015	906	33%	-11%
China and ROW	562	441	16%	-22%
<b>India</b>	<b>1,567</b>	<b>1,401</b>	<b>51%</b>	<b>-11%</b>
<b>Income from Operations</b>	<b>3,144</b>	<b>2,748</b>	<b>100%</b>	<b>-13%</b>



- **49% of Income from International Markets, at Rs. 1,347 crs**
  - Europe, North America and Japan markets share at 33% of revenue
  - Other international markets share stood at Rs. 441 Crore, 16% of revenue
- **51% Income from India at Rs. 1,401 crs in the period**

# Expenditure Analysis – FY16

Expenses (Rs Crs)	FY15	% of Sales	FY16	% of Sales	YoY Growth %
Material Cost	2,662	46%	2,117	36%	-20%
Power & Fuel Expense	393	7%	367	6%	-7%
Employee Benefits Expense	1,090	19%	1,127	19%	3%
Other Expenses	992	17%	914	16%	-8%
<b>Total Expenses</b>	<b>5,137</b>	<b>88%</b>	<b>4,525</b>	<b>78%</b>	<b>-12%</b>
Exceptional Items	(48)	-1%	17	0%	
Depreciation and Amortization	288	5%	346	6%	20%

- **Material Costs** as percentage of sales lower due to better operational efficiencies, price realizations, lower input prices and sales mix
- **Power & Fuel** as percentage of sales lower due to operational efficiency and lower energy costs; **Employee benefits expense** increase marginally
- **Other Expenses** as percentage of sales lower due to lower legal & consultancy, and freight & forwarding charges
- **Exceptional items** of Rs. 17 Crore includes profit of Rs. 41 Crore on account of sale of investments and FCMITDA loss of Rs. (25) Crore
- **Depreciation and Amortization** includes depreciation of Rs. 287 Crores and amortization of product development expenditure of Rs. 59 Crores

# EBITDA Analysis – FY16

EBITDA (Rs. Crs)			
Business Segments	FY15	FY16	YoY Growth %
Pharmaceuticals	445	889	100%
Life Science Ingredients	322	447	39%
Less: Corp Expenses	(35)	(45)	
<b>Reported EBITDA</b>	<b>732</b>	<b>1,291</b>	<b>76%</b>
EBITDA Margins (%)			
			YoY Variance (Bps)
Pharmaceuticals	16.6%	29.1%	1254
Life Science Ingredients	10.2%	16.3%	602
<b>Reported EBITDA</b>	<b>12.6%</b>	<b>22.3%</b>	<b>970</b>

- EBITDA of Rs. 1,291 Crore in FY 16, growing 76% YoY; Overall EBITDA Margins of 22.3%
- Pharmaceuticals segment EBITDA growth of 100% YoY with margins at 29.1%, up from 16.6% in FY15; aided by improvement in performance of Specialty Pharmaceuticals (Sterile Products)
- Pharmaceuticals segment EBITDA contributes 67% to total Business EBITDA; up from 58% in FY 15
- Life Science Ingredients EBITDA growth of 39% YoY with margins at 16.3%, up from 10.2% in FY15; improvement in margins due to various cost-control initiatives and process efficiencies

# Debt Profile

Particulars	31-Mar-16	30-Jun-16	30-Sep-16	After Bond Issue
<b>Foreign Currency Loans</b>	<b>(\$ Mn)</b>	<b>(\$ Mn)</b>	<b>(\$ Mn)</b>	<b>(\$ Mn)</b>
Standalone	55	35	35	35
Subsidiaries	320	287	267	417
<b>Total</b>	<b>375</b>	<b>322</b>	<b>302</b>	<b>452</b>
<b>Rupee Loans</b>	<b>(Rs. Crs)</b>	<b>(Rs. Crs)</b>	<b>(Rs. Crs)</b>	<b>(Rs. Crs)</b>
Standalone	1,422	1,522	1,485	1,160
Subsidiaries	626	584	624	16
<b>Total</b>	<b>2,047</b>	<b>2,105</b>	<b>2,109</b>	<b>1,176</b>
Gross Debt	4,534	4,280	4,122	4,185
Cash & Equivalent	344	296	317	348
Net Debt	4,190	3,984	3,805	3,837
Change in debt on account of exchange rate difference from 31-March, 2016		-41	-11	-17
Net Debt - Adjusted for foreign exchange difference	4,190	3,943	3,794	3,821
Net Debt Reduction for Q2			149	
Closing Exchange Rate (Rs./USD)	66.25	67.52	66.62	66.62

- **Net debt** at Rs. 3,794 Crore compared to Rs. 3,943 Crore on 30-June-16 on constant currency basis
  - Net debt reduction of Rs. 149 Crore in Q2'17, adjusted for exchange difference
  - Net debt reduction of Rs. 396 crore in H1'17, adjusted for exchange difference
- **Blended interest rate** for the borrowings at 7.95% pa – Re loans @ 11.03% pa, \$ loans @ 5.19%
- Bond proceeds are being used to repay INR debt of Rs. 933 Crore and USD debt of US\$ 150.5 Million, leading to average interest rate reduction to 6.76% from 7.95%, with an estimated annualized savings of US\$ 8.3 Million (Rs. 55.29 Cr)

# Outlook

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## ➤ In H2 FY 2017, key initiatives across segments to result in improved performance

- In Pharmaceuticals segment, higher profitability is expected on account of:
  - New product launches in Generics and Specialty
  - Continued growth in ROW business in Solid Dosage Formulations
  - Ramp-up of operations and new customer acquisitions in CMO of Sterile Injectables
- Focus on generating operating cash in Life Science Ingredients by:
  - Retrofitting plants for better capacity utilization with new product introductions
- In Drug Discovery Solutions, focus on revenue growth aided by strong pipeline and onboarding of new customers

## ➤ Endeavours to reduce debt will continue

- Net debt reduction of Rs. 396 Crore in H1 FY 17
- Focus on generating free cash flow and improving key financial ratios

# Our Vision & Promise

## OUR VISION

- To acquire and maintain global leadership position in chosen areas of businesses
- To continuously create new opportunities for growth in our strategic businesses
  - To be among the top 10 most admired companies to work for
  - To continuously achieve a return on invested capital of at least 10 points higher than the cost of capital

## OUR PROMISE

*Caring, Sharing, Growing*

*We will, with utmost care for the environment and society, continue to enhance value for our customers by providing innovative products and economically efficient solutions; and for our stakeholders through growth, cost effectiveness and wise investment of resources*

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