



GOOD PEOPLE
for **GOOD HEALTH**

February 4, 2025

BSE Ltd.
Phiroze Jeejeebhoy Towers
Dalal Street
Mumbai 400 001

BSE Scrip Code : 506943

Stock Symbol: JBCHEPHARM

Dear Sir,

Sub: Company Presentation

Enclosed is the Company's presentation on financial results for the quarter and nine months ended on December 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

Encl: As above

Registered Office:

J.B. Chemicals & Pharmaceuticals Limited,
CIN: L24390MH1976PLC019380
Neelam Centre, 'B' Wing, 4th Floor, Hind Cycle Road,
Worli, Mumbai – 400030, T:+91 22 24822222

Corporate Office:

J.B. Chemicals & Pharmaceuticals Limited,
CIN: L24390MH1976PLC019380
Energy IT Park, Unit A, 8th Floor, Appa Saheb Marathe Marg,
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GOOD PEOPLE
for GOOD HEALTH

JB Pharma – Q3 FY25 & 9M FY25 Investor Presentation

Feb 4, 2025



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Q3 FY25 Business Performance





Nikhil Chopra,
CEO & Whole Time Director

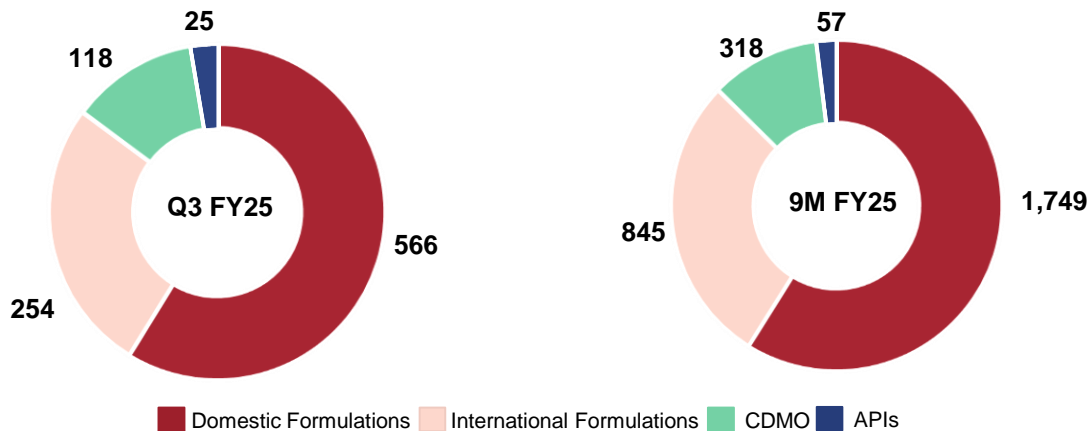
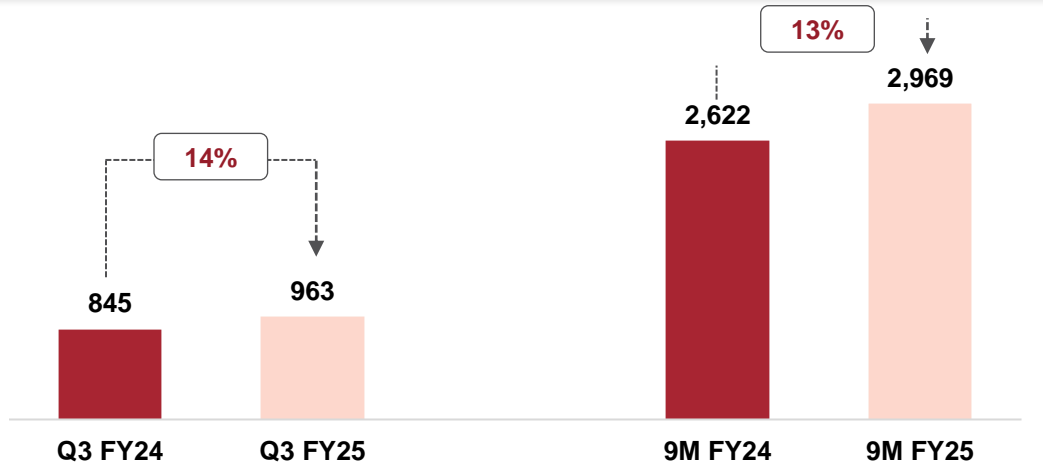
Views on Q3 FY25 business
performance

“JB has delivered consistent growth over last few years even amidst a volatile macroeconomic environment. This has been enabled by our mix of businesses and markets, specifically our focus on India branded formulations, CDMO, and select international markets which play to our strengths, with limited revenues in countries that might present trade-related or economic volatility challenges.

JB is well-positioned to deliver continued growth going forward as well. The strategy and levers are well-defined, and we have a strong team that will execute. Our India business continues to drive market beating growth led by chronic business and progressive portfolio within the acute segment. Our export business continues to be steady with sequential improvement witnessed in our CDMO business. While the growth run-rate of JB's quarterly performance has been maintained, we have also improved our operating margins driven by product mix and efficiency initiatives.

Advancement of various new projects in the CDMO business will flow through into growth numbers in the near to medium term, and we have a good pipeline of future product commercialization opportunities in International business which will deliver continued growth.”

Revenues (INR crores)

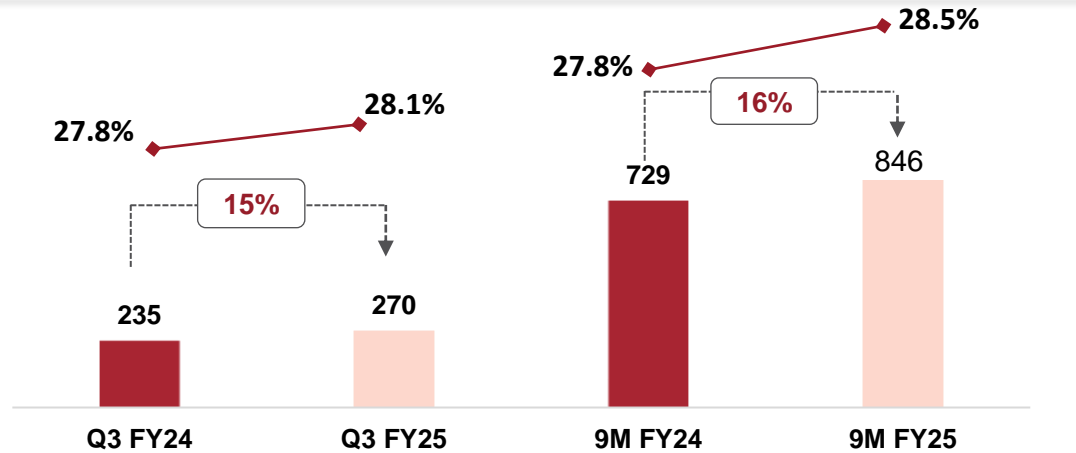


- JB Pharma registered revenue of INR 963 crores in Q3 FY25 (YoY growth of 14%) and INR 2969 crores in 9M FY25 (YoY growth of 13%)
- Domestic formulations business recorded revenue of INR 566 crores vs INR 462 crores (YoY growth of 22%)
 - JB Pharma continues to remain one of the fastest growing companies in the industry
- International business revenue grew by 4% at INR 397 crores vs INR 383 crores
 - CDMO business showed improved traction recording growth of 33% for Q3 FY25
- Domestic and CDMO business revenue combined constitutes 70% of overall revenue for 9M FY25

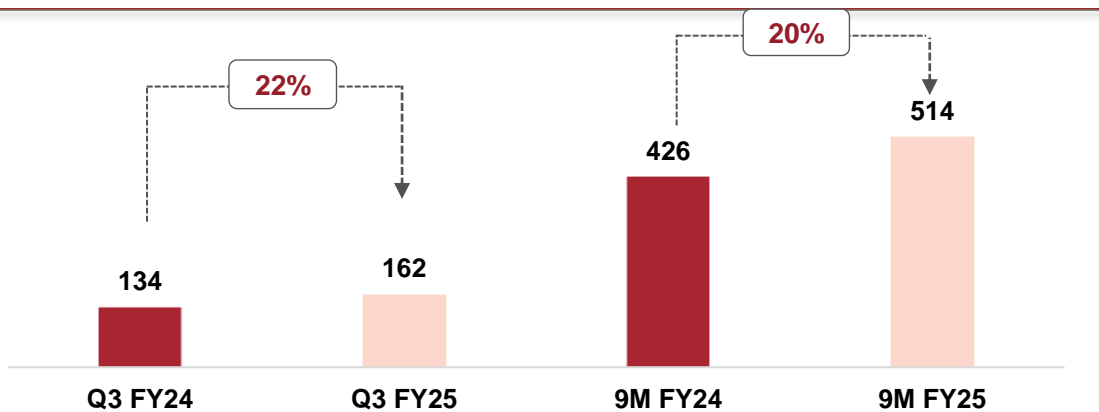
INR crores	Q3 FY25	Q3 FY24	9M FY25	9M FY24	
Revenue	963	845	2969	2622	
Reported EBITDA	255	223	805	699	
Non-Cash ESOP Charge	16	12	41	30	Included in Employee Benefits expense
Operating EBITDA*	270	235	846	729	
Operating EBITDA margins	28.1%	27.8%	28.5%	27.8%	

*Operating EBITDA is after excluding non-cash ESOP Charge

Operating EBITDA (INR crores)

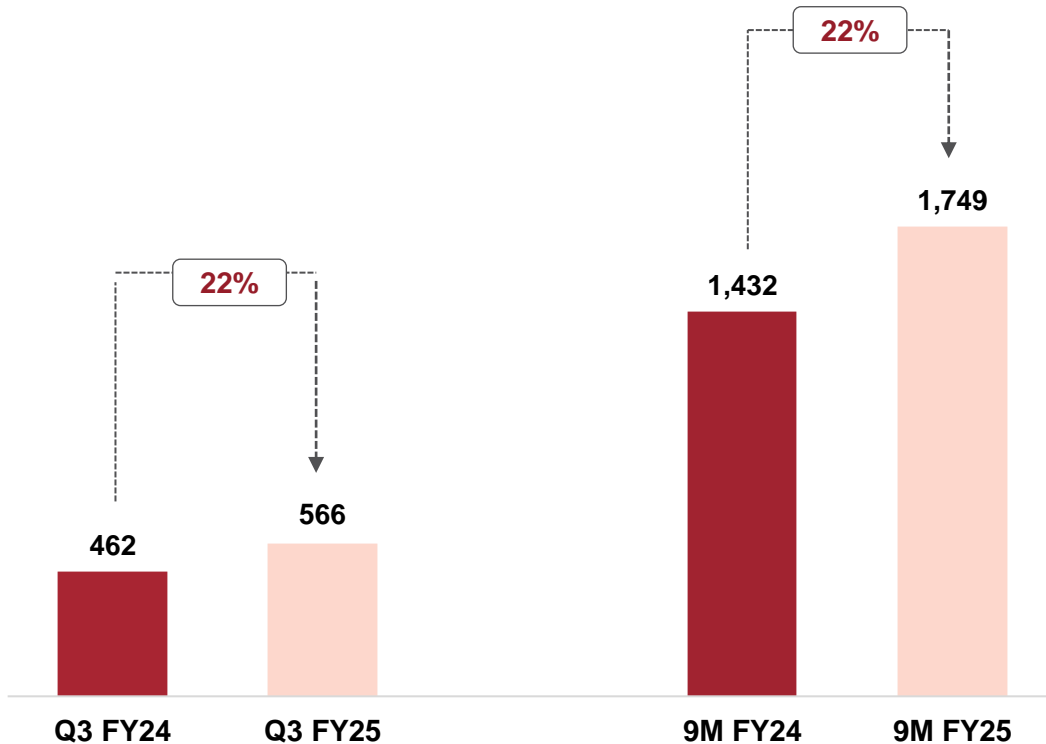


Profit After Tax (INR crores)



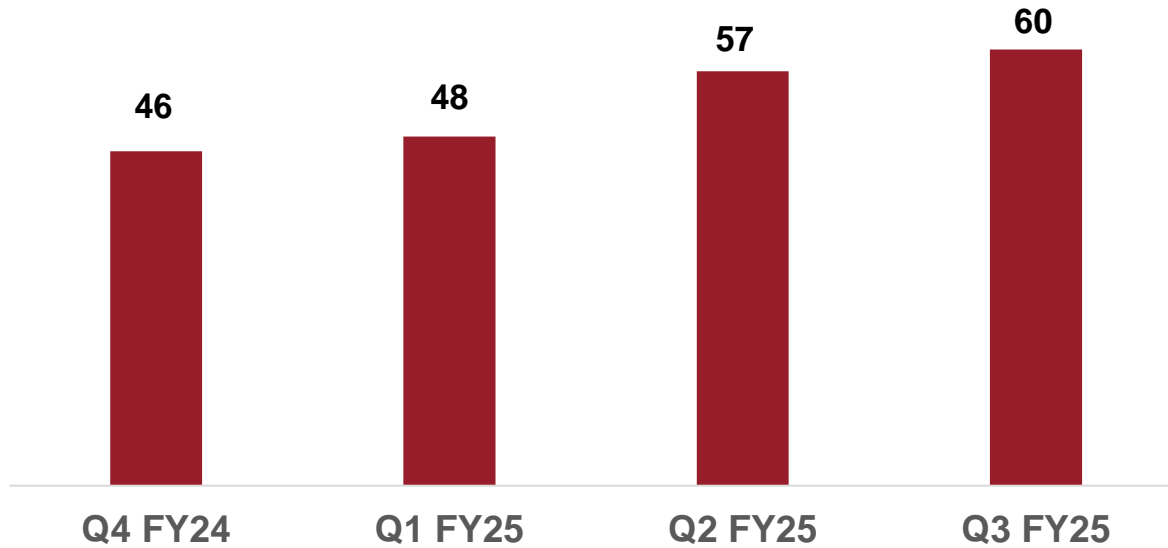
- Operating EBITDA was INR 270 crores in Q3 FY25 (YoY growth of 15%) and INR 846 crores in 9M FY25 (YoY growth of 16%)
 - Operating EBITDA margin improved to 28.1% for Q3 FY25 YoY and improved to 28.5% for 9M FY25 YoY
- Gross margins were at 67.1% for Q3 FY25 and 66.5% for 9M FY25
 - Excluding ophthalmology business, gross margins improved for Q3 FY25 and 9M FY25
 - Cost optimization efforts, favorable product mix and price growth positively impacted gross margin
- Other expenditure as percentage to sales improved to 22.7% in Q3 FY25 v/s 23.2% in Q3 FY24
- Depreciation expenses remained the same as Q2 FY25 at INR 42 crores
- Finance cost reduced to INR 3 crores vs INR 12 crores due to decrease in gross debt
 - Gross debt was INR 54 crores and Net Cash was INR 516 crores as on Dec 31, 2024.
- Net Profit improved by 22% YoY to INR 162 crores vs INR 134 crores

Domestic Formulations (INR crores)



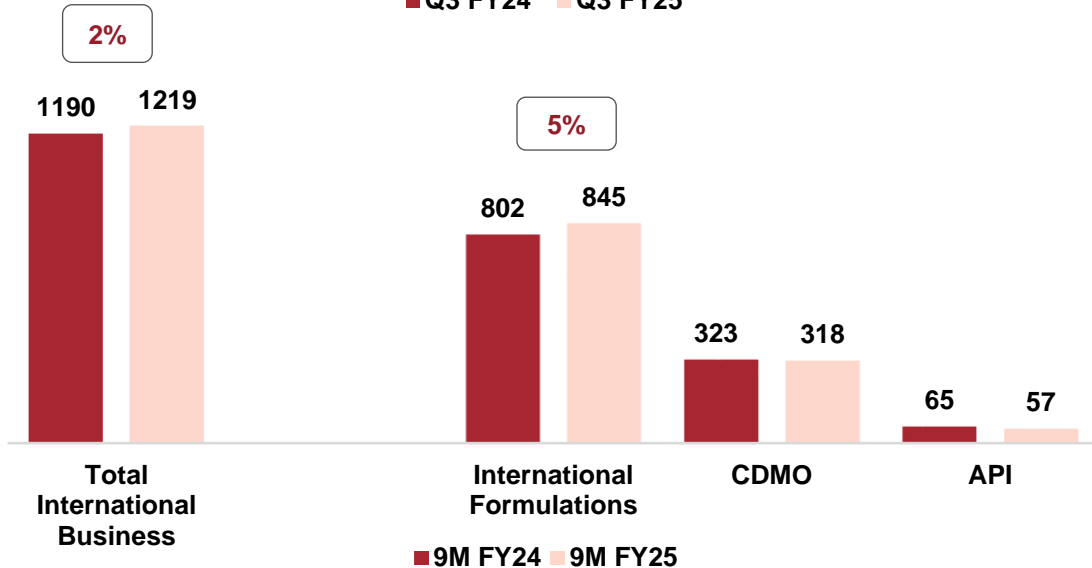
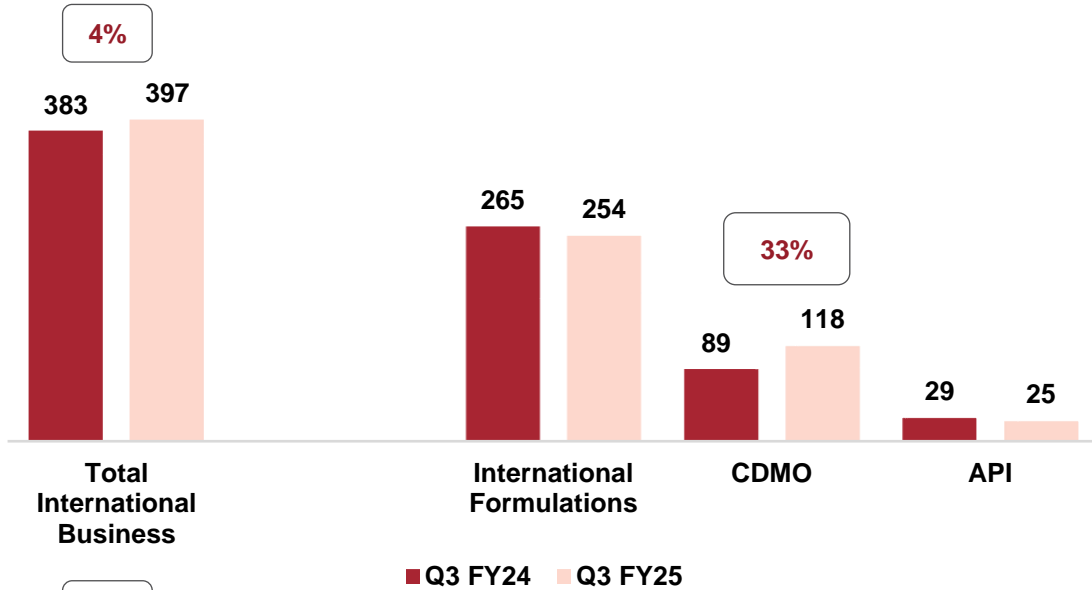
- JB Pharma continues as one of the fastest growing companies in the industry, as per IQVIA MAT Dec'24 data
- Domestic business continued its momentum and registered YoY growth of 22% to INR 566 crores
- Domestic business now constitutes 59% of overall turnover in 9M FY25 as compared to 55% of overall revenue in 9M FY24
- JB Pharma outperformed IPM and clocked YoY growth of 12% vs IPM growth of 8% as per IQVIA MAT Dec'24 data
- Our major brands viz. Cilacar, Cilacar-T, Nicardia and Sporlac gained ranks as per IQVIA MAT Dec'24 data
- As per IQVIA MAT Dec'24 data, Razel franchise recorded YoY growth of 26% to INR 97 crores

Ophthalmology portfolio from Novartis gaining momentum post smooth transition



Ophthalmology Portfolio Quarterly Sales in INR cr post-acquisition

- After smooth integration in January'24, the ophthalmology portfolio sales is progressing well; depicting consistent growth every quarter
- Portfolio sales grew 30% to INR 60 crs in Q3 FY25 vs INR 46 crs in Q4 FY24 (first quarter since integration with JB Pharma) as per IQVIA data
- Dedicated field force of 120+ personnel deployed to promote the brands



- International business revenue grew at 4% to INR 397 crores vs. INR 383 crores
- International formulations business declined by 4% to INR 254 crores for Q3 FY25
 - While South Africa business and Branded Generics exports markets recorded growth, the revenue for US and Russia business declined YoY
- CDMO business recovered strongly in Q3 FY25 recording 33% growth at INR 118 crores
 - The order book remains robust for Q4 FY25
- API business clocked revenue of INR 25 crores for Q3 FY25

Q3 and 9M FY25 Financial Performance (Consolidated)



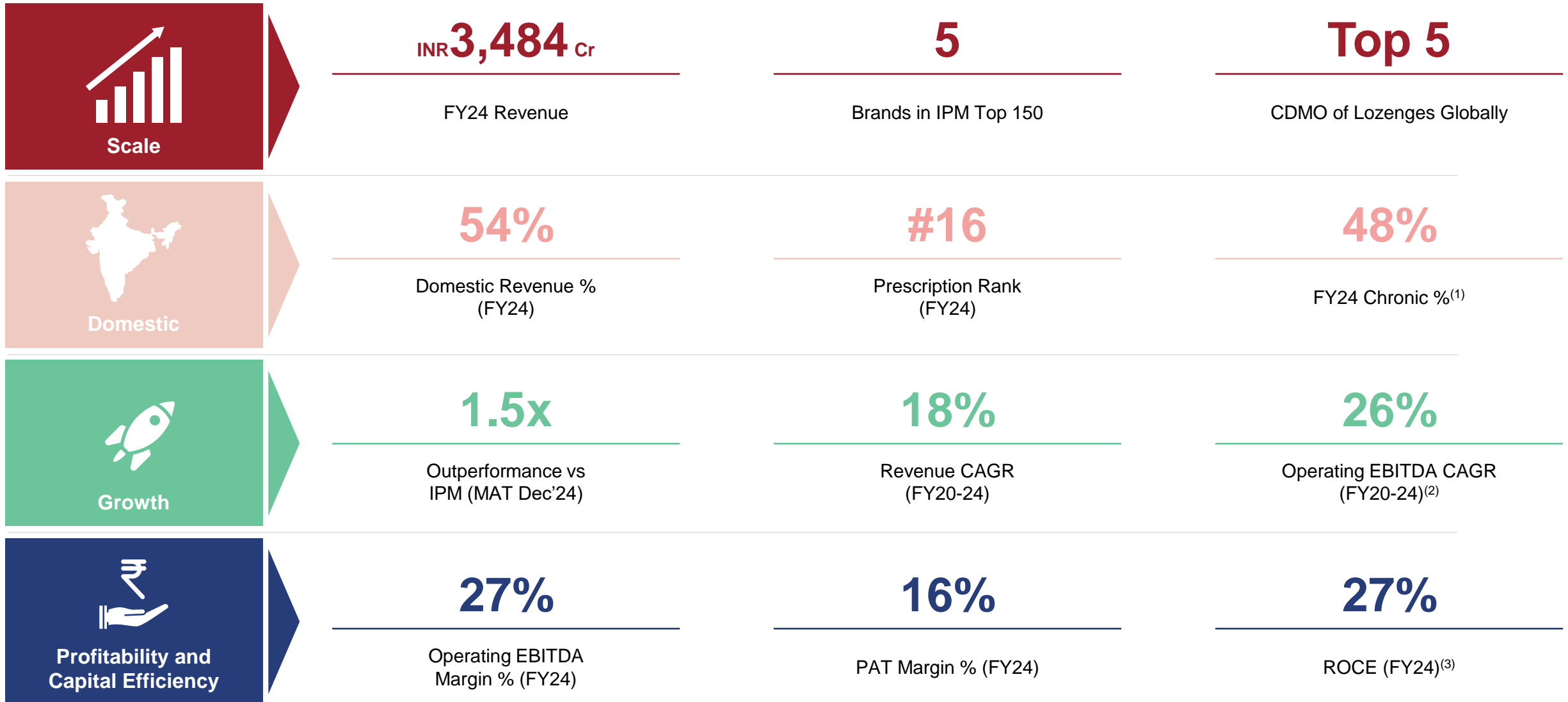
Particulars	Q3 FY25	Q3 FY24	YoY Growth	9M FY25	9M FY24	YoY Growth
Revenue from Operations	963	845	14%	2969	2622	13%
Cost of Goods Sold	317	274	16%	995	882	13%
Gross Profit	647	571	13%	1974	1741	13%
Gross Profit Margins	67.1%	67.6%		66.5%	66.4%	
Employee Benefit Expenses	173	152	14%	511	449	14%
Other Expenses	219	196	12%	657	593	11%
EBITDA	255	223	14%	805	699	15%
EBITDA Margins	26.4%	26.4%		27.1%	26.6%	
Finance Costs	3	12		10	35	
Depreciation	42	34	23%	125	98	28%
Profit before Tax (Operating)	210	177	19%	671	566	18%
Other Income	8	7		24	21	
Profit before Tax	218	184	18%	694	587	18%
Tax Expenses	56	50	10%	180	160	12%
Profit after Tax	162	134	22%	514	426	20%



Investor Presentation

2

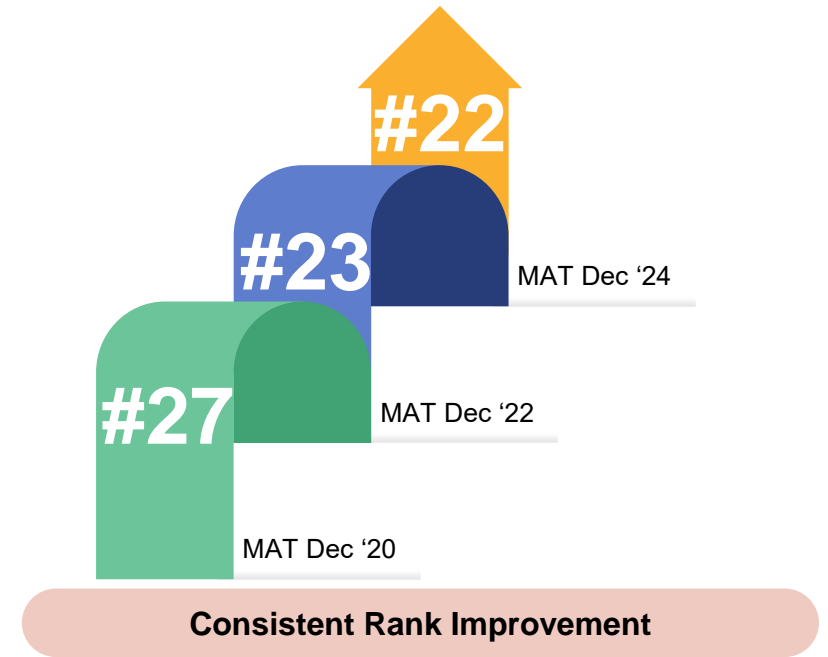
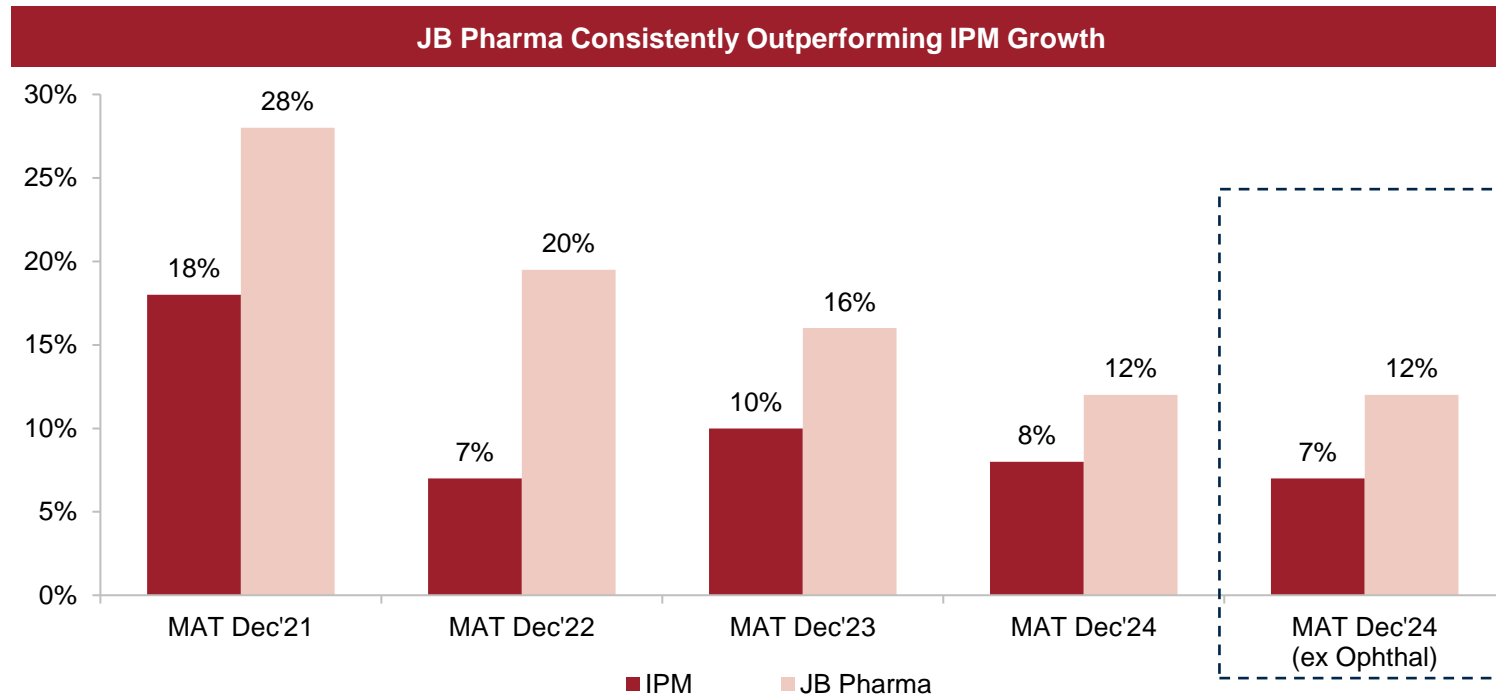




Note: Market Data as per IQVIA

1. Excluding Ophthal
2. Operating EBITDA is after excluding non-cash ESOP Charge
3. ROCE = EBIT/(Net Worth + Net Debt - Mutual Fund Investments)

Consistently Outperforming the Indian Pharmaceuticals Market



Stellar Track Record of Brand Creation



5 Brands in Top 150 of the IPM

CILACAR

RANTAC








metrogyl

CILACAR-T

Nicardia

Majority of Portfolio in Fast-Growing Therapy Segments Leading to Inherent Strong Growth Prospects



	% JB Pharma Revenue (MAT Dec'24)	Segment CAGR (MAT Dec'21-Dec'24)	JB Pharma CAGR (MAT Dec'21-Dec'24)	Key Brands
 Hypertension	39%	10%	12%	CILACAR CILACAR-T <i>Nicardia</i>
 Lipid Management (Rosuvastatin)	4%	17% ⁽¹⁾	26% ⁽¹⁾	Razel
 Heart Failure (Sacubitril + Valsartan)	3%	16%	NM ⁽²⁾	 Azmarela <small>In HF/HFpEF patients Sacubitril/Valsartan (50mg / 100mg / 200mg Tablets)</small>
 Probiotics	7%	17%	17%	SPORLAC [®] LOBUN <small>NLT 15 Billion CFU</small>
 Ophthal	8%	11%	NA ⁽³⁾	Simbrinza, Travatan, Vigamox, Nevanac
 Pediatrics	4%	12%	24%	Rantac Syrup, Sporlac GG, Z&D,
Total	64%	11% <small>Faster than IPM growth of 8%</small>	18% ⁽⁴⁾	

Note: Market data as per IQVIA

1. MAT Dec'24 YoY growth given brand acquired in Dec'23

2. Historical growth (MAT Dec'20-Dec'24 CAGR) impacted due to Loss of Exclusivity

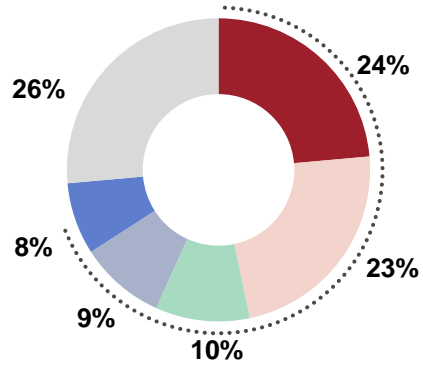
3. Acquired Ophthal brands in Dec'23

4. Excluding Ophthal

Focused Portfolio of Top 15 Pillar Brands Driving ~70% of the Domestic Revenue

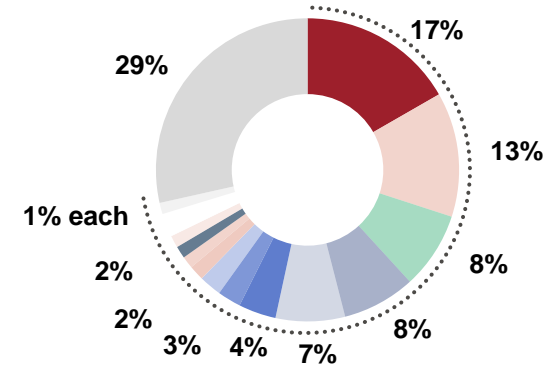


MAT Dec'20



5 brands contributing to ~70% of the revenue

MAT Dec'24



15 brands contributing to ~70% of the revenue



Built a Strong, Diversified Portfolio of 6 Mega Brands (INR100cr+) and Multiple Potential Mega Brands

1

One of the Fastest Growing Domestic Pharma Companies



2

Increasing Chronic Presence with ~2.2 Times Outperformance to IPM



3

Track Record of Building Large Brands with Big Brands Getting Bigger



4

Strong GTM Model with Pan India Presence and Consistently Improving Productivity



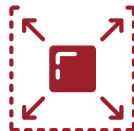
5

Track Record of Synergistic Acquisitions with Ability to Scale Up Rapidly



6

Diversified International Business with One of the Top 5 Lozenges CDMOs Globally



7

World-class Manufacturing Facilities with Capabilities across Multiple Dosage Forms



8

Well Orchestrated Transformational Initiatives Resulting in Step Change in Quality of Business

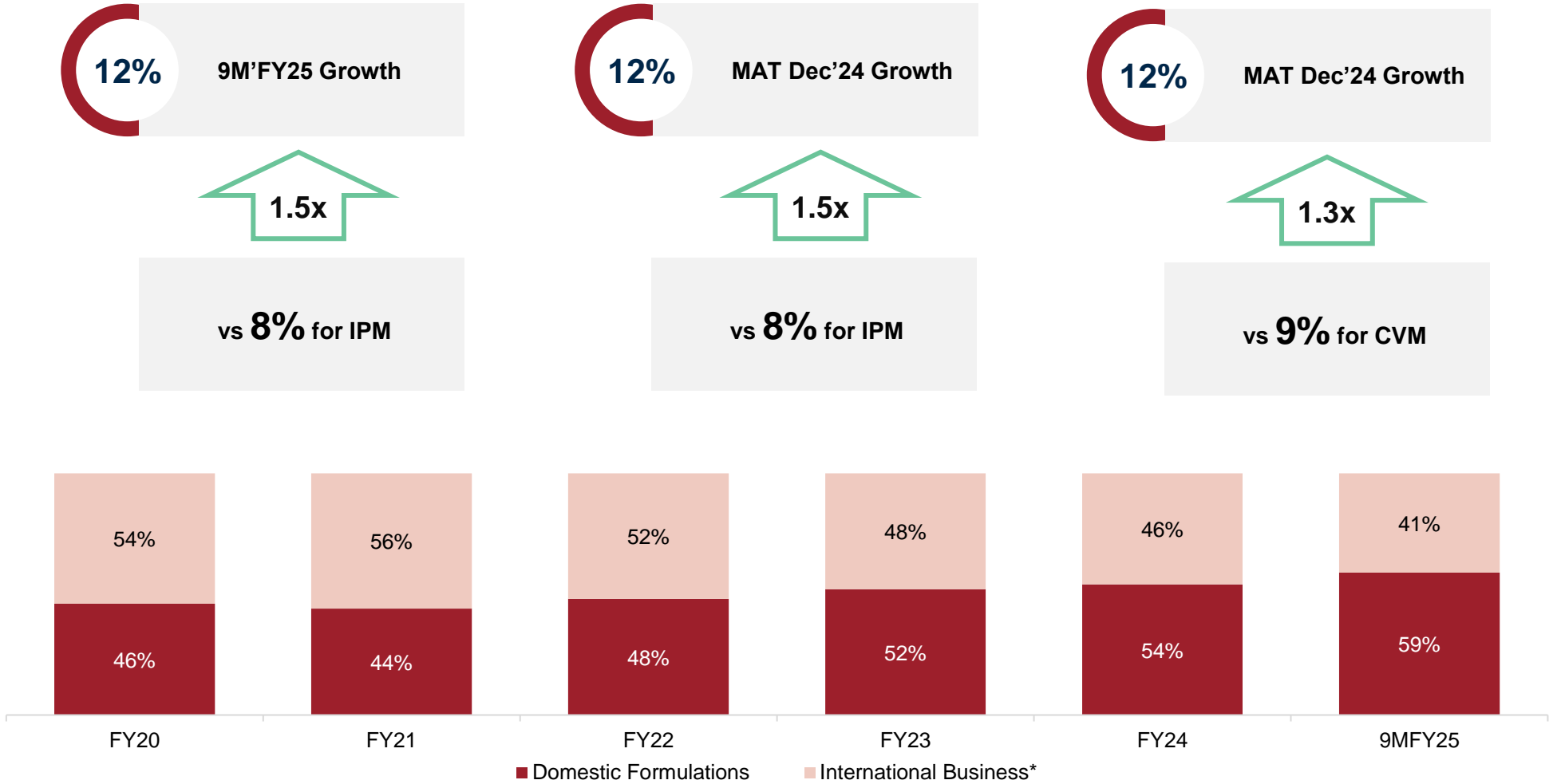


1 One of the Fastest Growing Domestic Pharma Companies



One of the Fastest Growing Domestic Pharma Companies

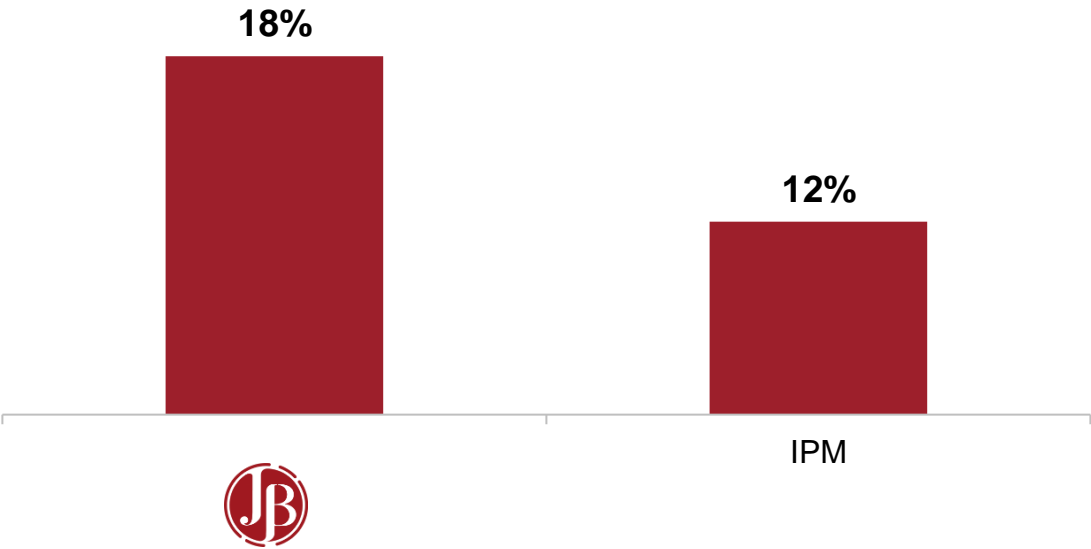
Increasing Share of Domestic Revenue



Note: Market data as per IQVIA
 * International business = International Formulations + CDMO + API

Prescription Volume Growth Outperforming IPM

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



16th Prescription Rank in IPM

Strong Prescriber Connect across Specialities



135,000 General/ Consulting Physicians



30,000 Dentists



20,000 Pediatricians



3,000 Nephrologists



23,000 Gynaecologists



20,000 Ophthalmologists



8,400 Cardiologists

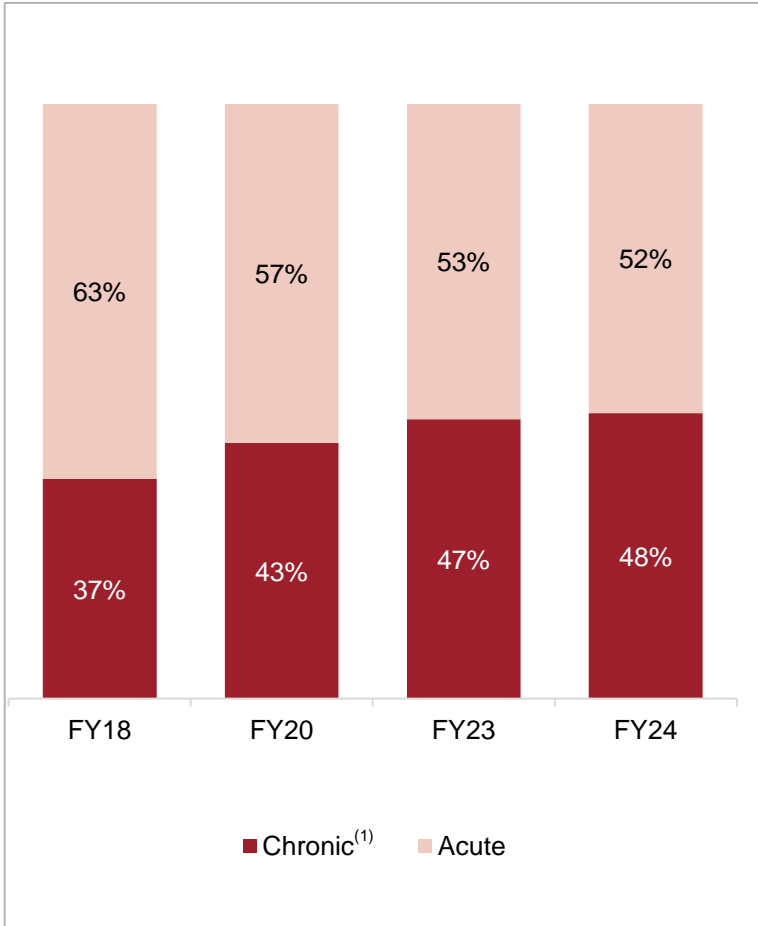


2,500 Gastroenterologists

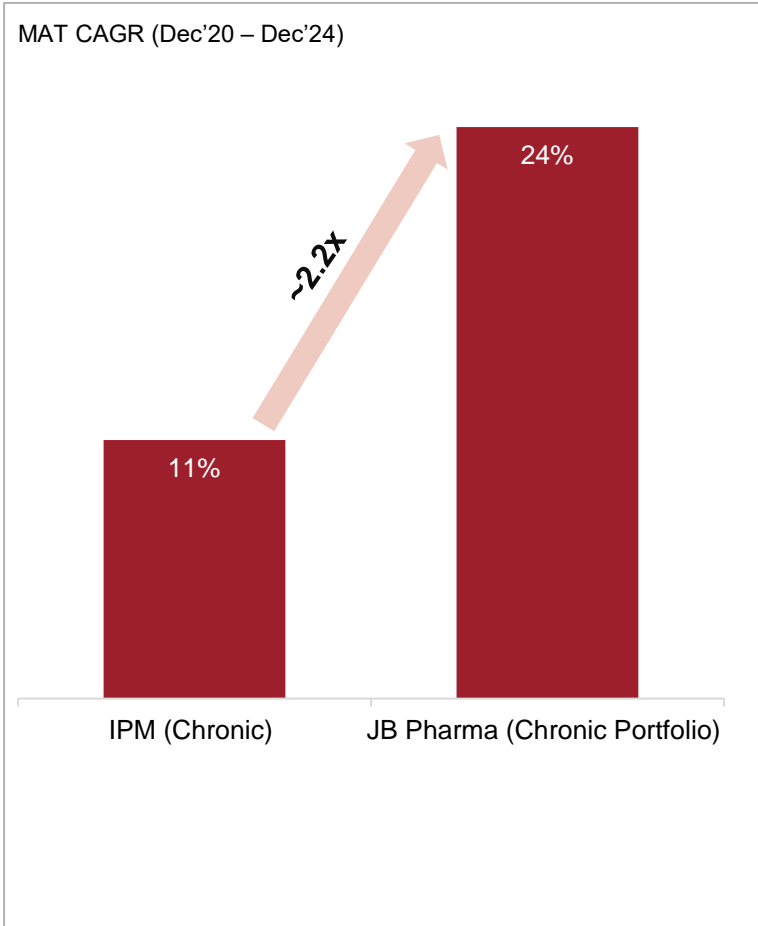
2 Increasing Chronic Presence with ~2.2 Times Outperformance to IPM



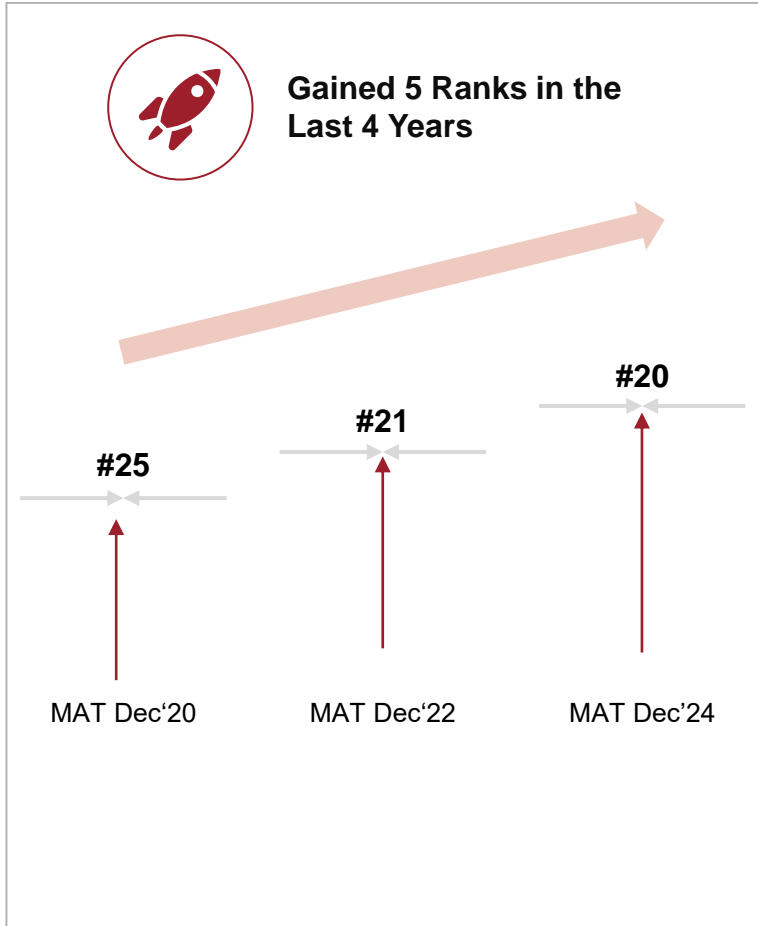
Consistently Increasing Chronic Mix...



...With Strong Outperformance to IPM...



...Leading to Significant Rank Improvement



Note: Market data as per IQVIA
 1. Excluding Ophthal



JB's Cardiac Covered Market

Position

8
Rank in Cardiac (up from #13 in FY20)

6 Rank in AHT⁽³⁾

1 Rank in CCB⁽³⁾

3 Rank in HF⁽³⁾

Prescriber Coverage

95%
Coverage of 9K Cardiologists and 3K Nephrologists

90%
Coverage of 5K Diabetologists

Portfolio of Mega Brands and Emerging Brands Consistently Gaining Market Share

	Brand	MAT Dec'24 Revenue (INR cr)	Growth vs. Category ⁽¹⁾	Market share ⁽¹⁾	Rank
Mega Brands (INR100cr+) with Undisputed Leadership in Respective Categories	CILACAR	449	1.3x	55% (↑ by 7%)	1
	<i>Nicardia</i> Nicardia XL^{30/60}	198	1.1x	93% (↑ by 6%)	1
	CILACAR-T	211	1.2x	37% (↑ by 4%)	1
Acquired Brands Undergoing Rapid Turn Around Under JB's Ownership	Razel	97 ⁽²⁾	1.5x	3% (↔)	5
	Azmarda	68	NA ⁽³⁾	10% (↓ by 5%)	3
High Growth Emerging Brands Leveraging JB's Cardiac Ecosystem	CILACAR-M	42	1.1x	40% (↑ by 3%)	1
	CILACAR TC	24	0.9x	12% (↔)	2

78% Coverage in Cardiac Across AHT⁽⁴⁾, CCB⁽⁴⁾ and LLA⁽⁴⁾ Through its 3 Mega 100cr+ Brands Supplemented by Emerging and Acquired Brands

Note: Market data as per IQVIA

1. Represents Dec'20-24 MAT value CAGR (and from acquisition date for the acquired brands) for the brand vs the molecule category; market share change from Dec'20 to Dec'24

2. Revenue for the entire Razel franchise

3. Impacted due to Loss of Exclusivity

4. CCB = Calcium Channel Blockers, LLA = Lipid Lowering Agents, AHT = Anti-Hypertension and HF = Heart failure

3 Track Record of Building Large Brands...



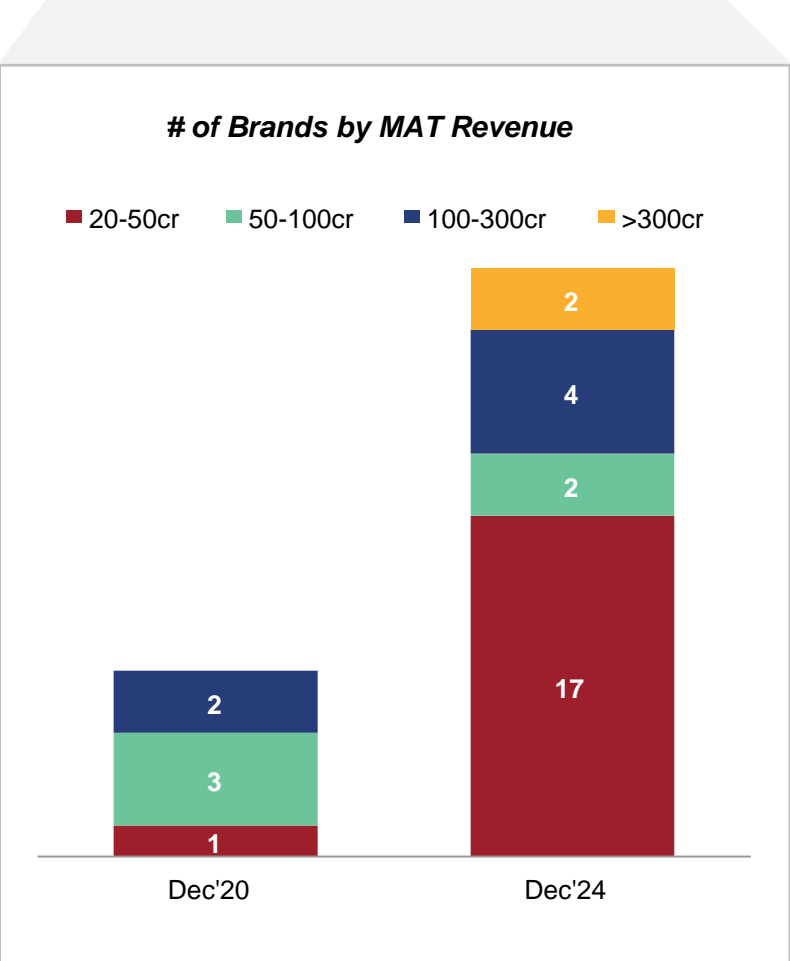
5 brands in Top 150 of IPM Covering c.50%+ of Domestic Formulations Revenues...

	MAT Value Sales (INR cr)	MAT Dec-24 Rank		Market Share and Brand Growth	
	Dec-24	CVM	IPM	Market Share ⁽¹⁾	Brand CAGR ⁽²⁾
CILACAR	449	#1	#24	55%	19%
RANTAC	357	#2	#43	41%	8%
metrogyl	220	#1	#117	79%	16%
CILACAR-T	210	#1	#129	37%	26%
Nicardia	198	#1	#141	93%	21%

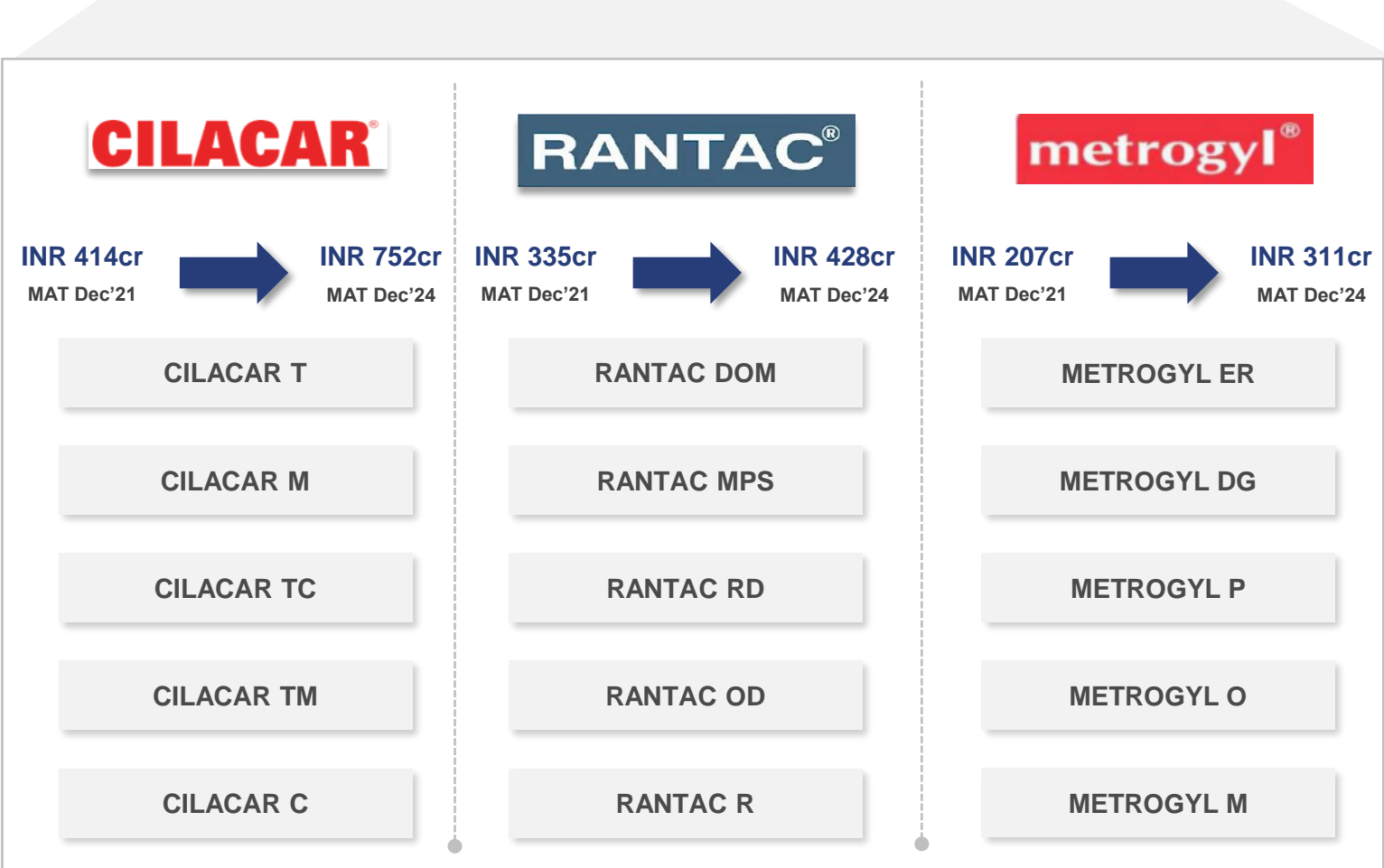
...with a Strong Portfolio of Potential Mega Brands

Note: Market data as per IQVIA
 1. MAT Dec'24
 2. MAT Dec'21-Dec'24

Building Large Brand Families...



...With Strong Capability to Build Brand Franchises through Lifecycle Management



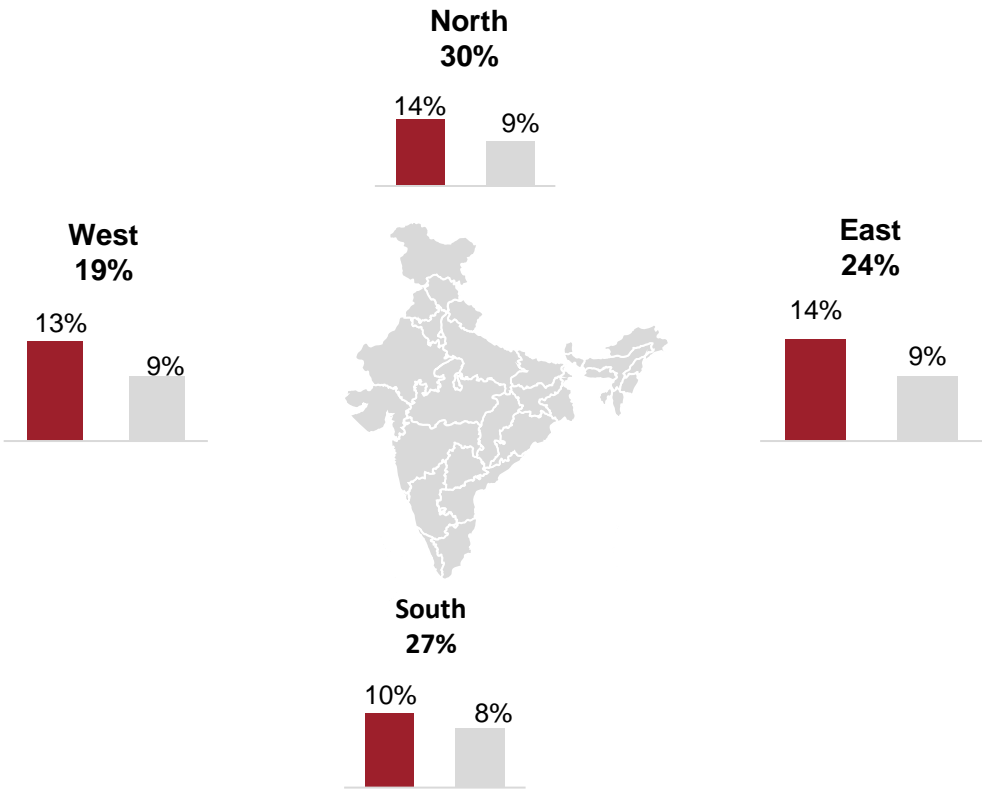
Pan India Presence

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

■ JB Pharma CAGR (MAT Dec'22-24)

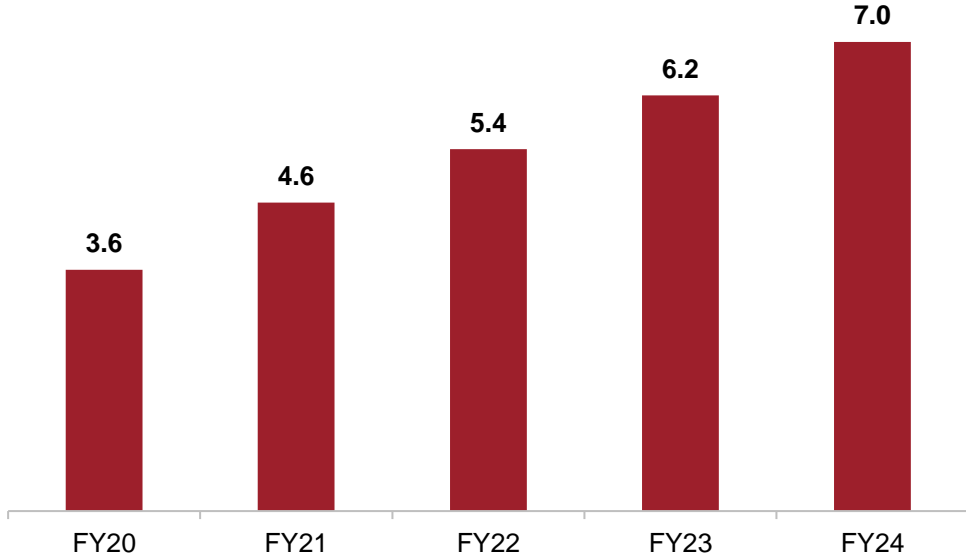
■ IPM CAGR (MAT Dec'22-24)

2,600+
Field Force (Including Supervisors)



Sustained Improvements in Field Force Productivity

Field Force Productivity – Per Capita Per Month (INR Lakhs)⁽¹⁾



- ✓ Reorganized divisions led to unlocking of prescriber synergies when new management took over
- ✓ Existing field force deployed for Nephrology, Pedia, Respiratory, Diabetes and acquired brands

Note: Market data as per IQVIA
1. Excluding Ophthalmology portfolio sales and manpower addition

5 Track Record of Synergistic Brand Acquisitions...



		Key Brands Acquired	Rationale	New / Existing TAs	
FY22	1	Probiotic and IVF Portfolio	<ul style="list-style-type: none"> Sporlac, Lobun, Gynogen, Pubergen 	<ul style="list-style-type: none"> Overlap in the prescriber base (more than 70% of prescribers are General Physicians / Consulting Physicians who are key prescribers base for JB) Strong complementarity with gastro portfolio along with strong distribution upsides 	✓
	FY23	2	Cardiology Brand (Heart Failure)	<ul style="list-style-type: none"> Azmarda 	<ul style="list-style-type: none"> Presence across the 3 most progressive cardiology segments (i.e., hypertension, heart failure and lipid lowering) Leapfrogged JB's position to #8 from #13 in FY20 in the cardiology segment in India Cardiac coverage increased to 78%
3		Cardiology Brand (Statins)	<ul style="list-style-type: none"> Razel 	✓	
4		4 Pediatrics Brands	<ul style="list-style-type: none"> Z&D, Pedicloryl, Pecef 	✓	
FY24		5	Ophthalmology Brand Portfolio ⁽¹⁾	<ul style="list-style-type: none"> Simbrinza, Travatan, Vigamox, Nevanac, Travacom 	

✓ Enter new TAs ✓ Strengthen presence in existing TAs

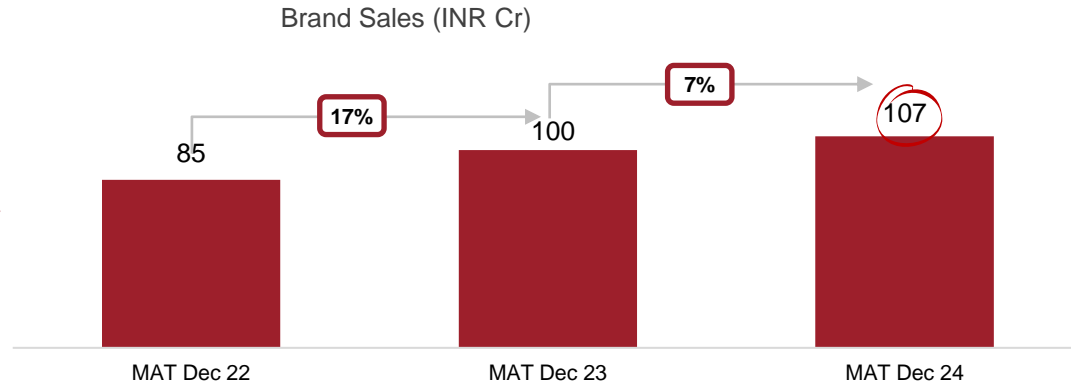
Note: Market data as per IQVIA

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

5 ...With Capability to Scale up Acquired Brands Rapidly



SPORLAC®



Sporlac Franchise

INR 88cr
MAT Dec'22 → INR 140cr
MAT Dec'24

SPORLAC GG

SPORLAC EVA

SPORLAC PLUS



INR 68cr
MAT Dec'24 Sales

15 - 20%
Sacubitril + Valsartan Next 5
Year Expected Market CAGR

Strong Traction Despite LoE

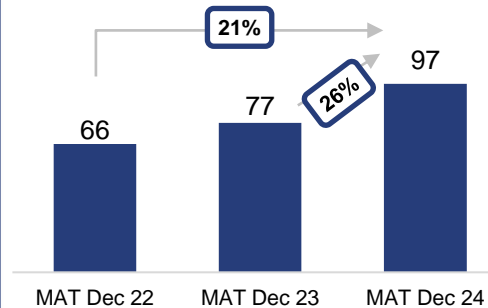
Acquired Pediatrics
Brands

INR 25cr
MAT Dec'24 Sales - Z&D
Pediatric Suspension / Syrup

Rapid Growth in Pedia
Portfolio

Razel

Franchise Sales (INR Cr)



Fast-Growing
Franchise

Ophthalmology Brands

INR 46cr
Q4 FY24

↓
INR 60cr
Q3 FY25

120
Personnel Dedicated
Field Force

Ophthalmology Portfolio
Gaining Momentum

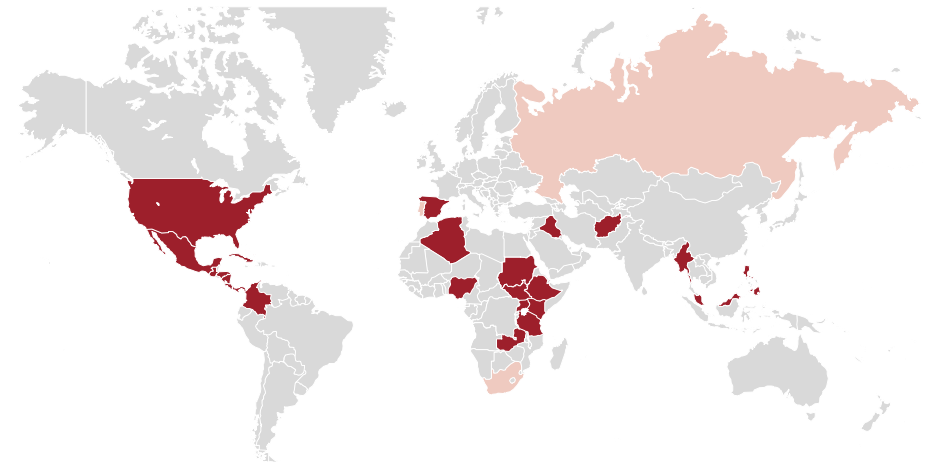
CDMO



Leading Global Position in **\$4.6b Lozenges Market Opportunity**

Strong Technical Capabilities with Marquee Clients

International Formulations and API



■ Direct front-end presence ■ Distributor-led model

Direct Presence in **Russia and South Africa**

Distributor Relationships in the **US, Asia, Africa and LatAm**

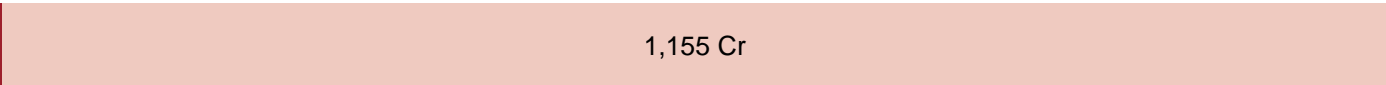
Leading Capabilities with **Deep Customer Relationships**

Substantial Available Capacities to Drive Growth

International Business Revenues (FY24)
INR 1,587 Cr



CDMO
27%



Formulations and API
73%

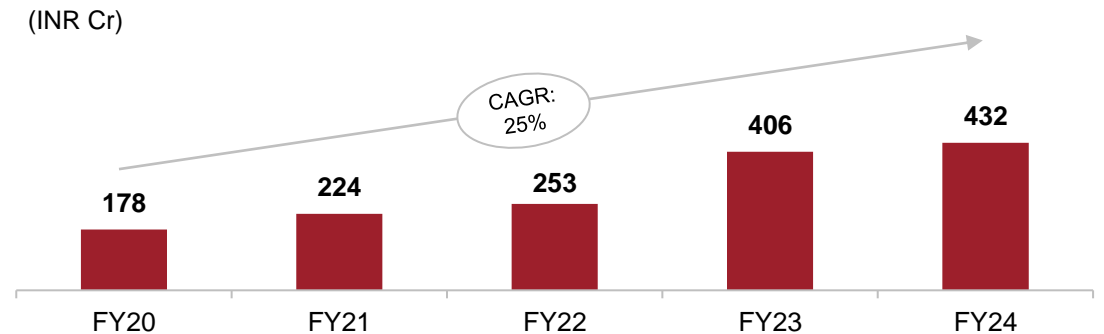
Key Highlights

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

Key Enablers

<p><i>State-of-the-art Manufacturing Infrastructure Approved by Global Regulators</i></p>	<p><i>Best-in-class Equipment and Systems Adhering to Global Pharma Standards</i></p>	<p><i>Strong R&D and Unique Analytical Capabilities in Lozenges Development and Manufacturing</i></p>	<p><i>Tenured Customer Relationships Enabling Ease of Collaboration and Co-Creation of Products</i></p>
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Track Record of Strong Revenue Growth



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

7 World-Class Manufacturing Facilities with Capabilities Across Multiple Dosage Forms



8

State of the Art Manufacturing Plants in 5 Facilities



Campus 1 (Panoli, Gujarat)



Campus 2 (Panoli, Gujarat)



Campus 3 (Panoli, Gujarat)



Campus 4 (Ankleshwar, Gujarat)



Campus 5 (Kadaiya, Daman)

~INR 300cr
FY21-24 Capex

40+

Global Regulatory Accreditations



10

Dosage forms produced



Tablets



Vials



Capsules



Ointments



Liquids



Cold Rubs



IV Infusions



Lozenges



Ampoules



Sips

Multiple Strategic Initiatives Under the New Management...

Revamped GTM strategy focused on lifecycle management of big brands – increased prescriber base and prescription share making big brands bigger

Digital and analytics deployment to enable performance transparency

5 synergistic portfolio acquisitions to strengthen existing TAs and expand to high growth adjacencies

Portfolio augmentation ~2x increase in number of brands across divisions (compared to FY20) compared to ~20% increase in field force

Customer-centric CDMO strategy focused on going deeper with the existing clients and adding high-potential new clients

New concept / product development in lozenges in immunity, and complimentary medication / OTC segments among others

Deliberate shift in focus from revenue growth to margin profile

Instituted best-in-class governance standards including independent Board of Directors and fully professional management

■ Domestic formulations ■ CDMO ■ International business ■ Governance

...has Led to Complete Transformation of the Business

Parameters		FY20	FY24
Scale (Domestic)	# of Brands in Top 300	5	5
	Prescriptions Rank	17	16
	IPM Rank	32	22
	PCPM (INR Lakhs)	3.6	7.0 ⁽¹⁾
Revenue mix	Chronic Contribution ⁽²⁾	43%	48%
	India + CDMO Contribution	55%	67%
Financials	Revenue (INR cr)	1,775	3,484
	Revenue CAGR	10% (FY16-20)	18% (FY20-24)
	EBITDA Margin ⁽³⁾	22%	27%
M&A		No meaningful M&A	5 acquisitions in the last 24 months

Note: Market data as per IQVIA

1. Excluding ophthalmology portfolio sales and manpower additions

2. Based on JB's MAT sales split; Excluding Ophthal

3. Operating EBITDA Margin (Operating EBITDA excludes non-cash ESOP)



Strategy Overview

3



Domestic Business – On Track Towards Achieving Strategic Priorities



	When We Started	Current Position	Mid to Long-term Objectives
IPM Position	Ranked #32 in IPM	Ranking 22 nd in IPM	Ranked in IPM Top 15 Companies*
Contribution from Chronic Therapies	~45% of Domestic sales	~50% of Domestic sales	~60% of Domestic sales
Portfolio of Top Brands	5 brands in Top 300	5 brands in Top 300 IPM. Sporlac can be another brand that can enter the top 300 list	8 to 10 brands in Top 300, across 5 therapies
Acquisitions	No acquisition track record	Successfully executed and integrated 5 acquisitions	Continue to scout for acquisition targets in existing and new therapy areas
Prescriber Relationships	Physician relationships	Enhanced ~2,600+ Prescribers across specialties i.e. Cardio, Diabeto, Chest Physicians, Pedia etc.	Specialist relationships e.g. Cardiologist / Nephrologist
Field Force Productivity	Approximately INR 0.36m+	Incremental productivity of INR 0.34m achieved (INR 0.70m in FY24 vs. INR 0.36m in FY20)	Annual productivity growth of #12-14% from current levels

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 and other high growth portfolios

Sustained Focus 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

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

Sustained Growth Momentum in International Business

- CDMO business to maintain growth momentum aided by new launches, new partners and expansion to newer geographies
- Building progressive portfolio for sustained growth in ROW markets

Continue Building Culture of Governance & Strong Compliance

- Consistent focus on business sustainability and progress towards best-in-class ESG, governance and compliance standards
- Continue to build upon One JB Way culture and the corporate identity

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



Financials

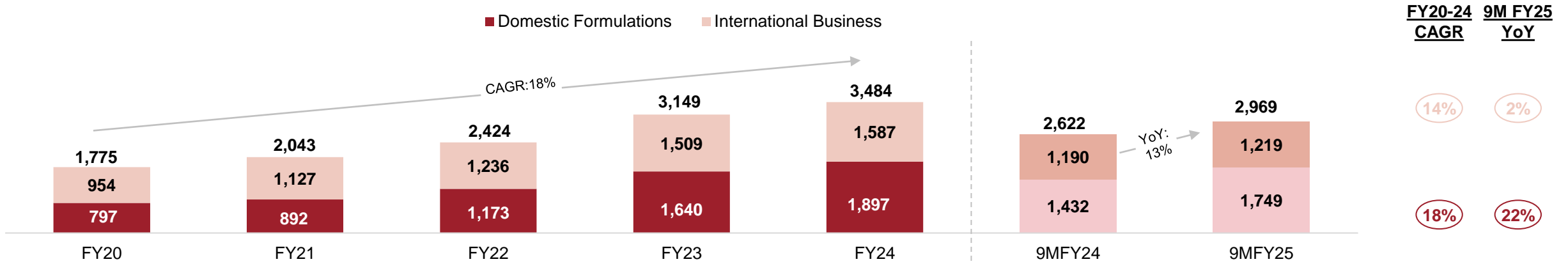
4



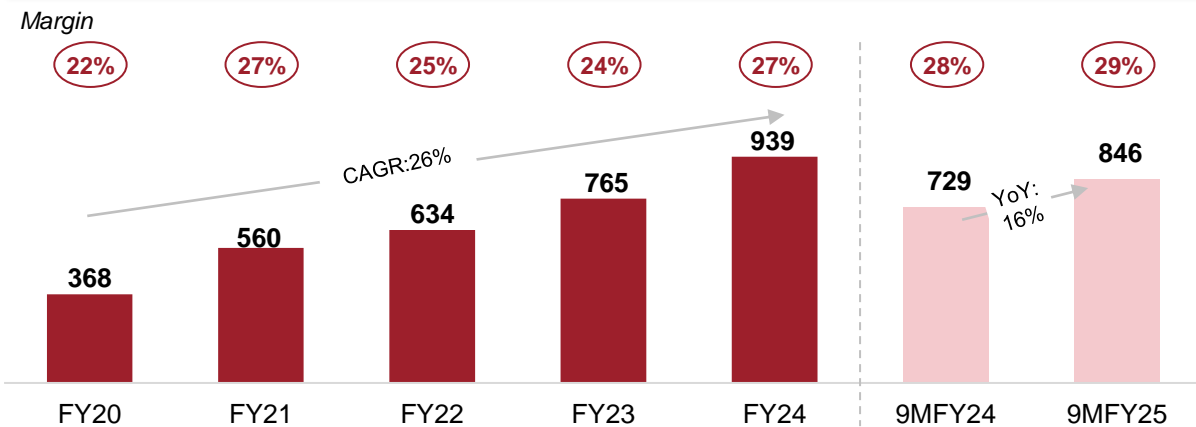
Consistent Revenue / EBITDA Growth Over the Years



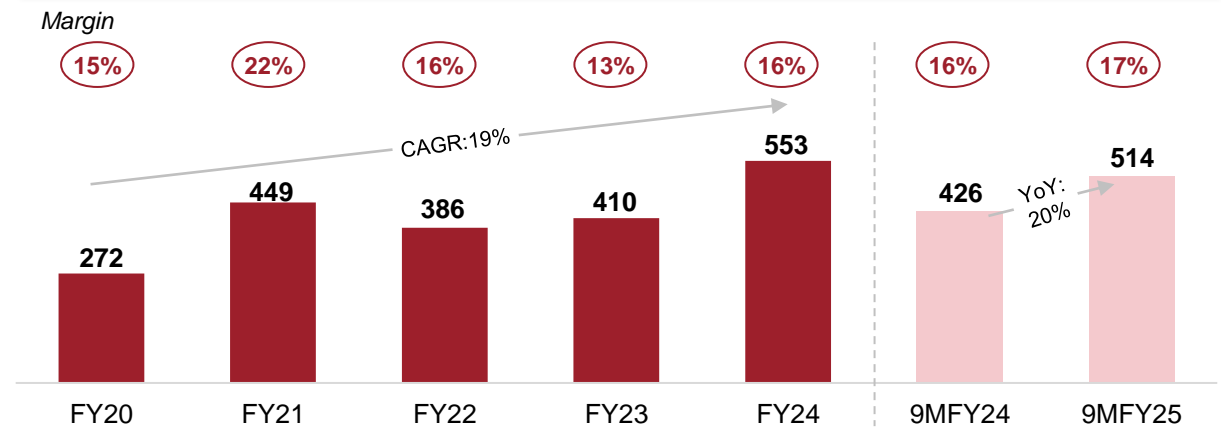
Total Revenues (INR Cr)



Operating EBITDA⁽¹⁾ (INR Cr)



Profit After Tax (INR Cr)



1. Operating EBITDA excludes non-cash ESOP

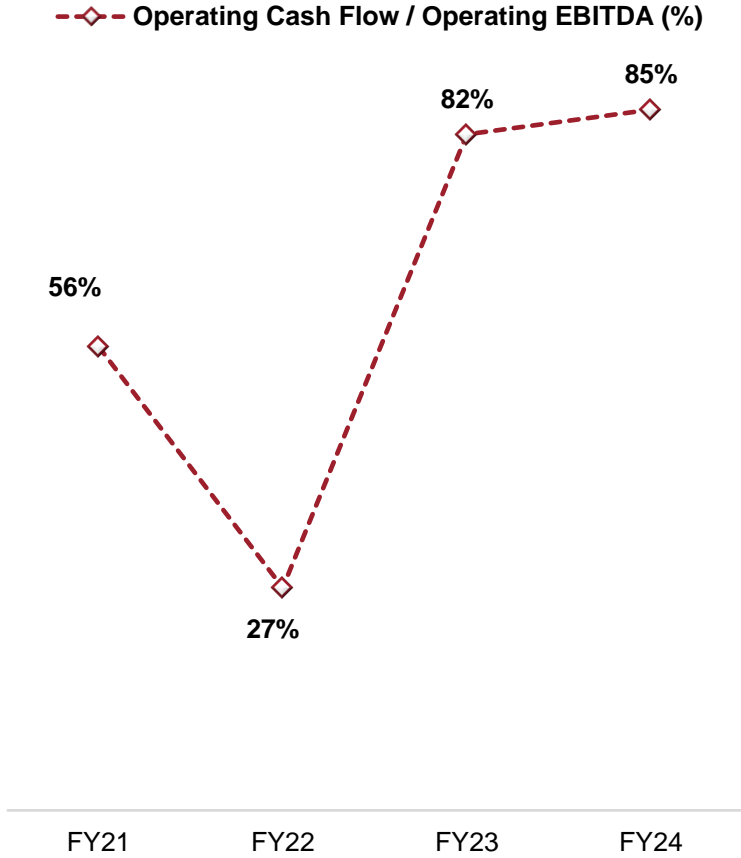
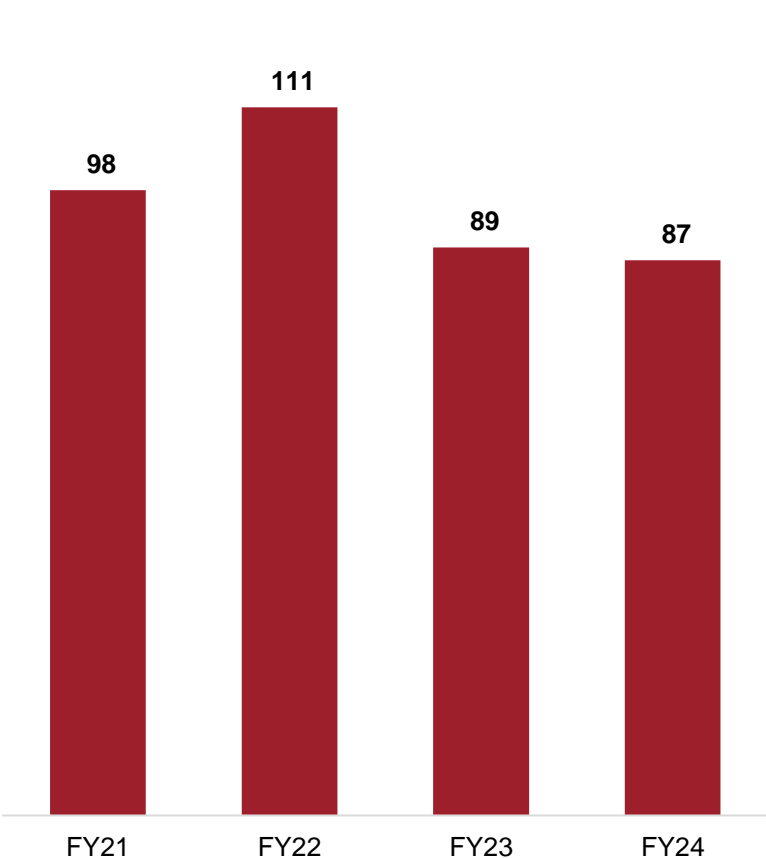
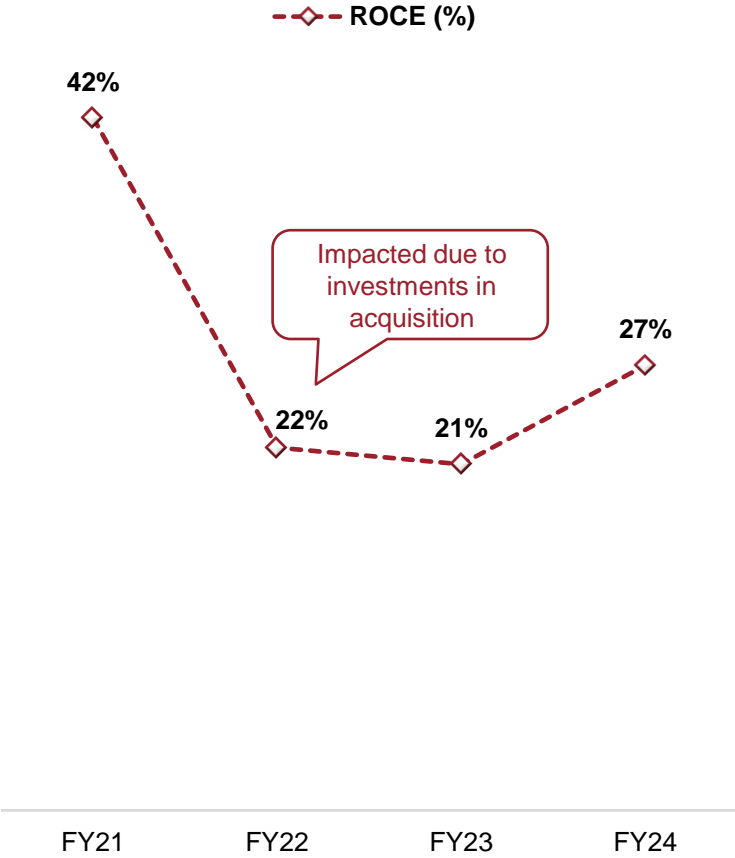
Improving Capital Efficiency and Free Cash Flow Profile



Robust ROCE Metrics

Reducing Net Working Capital Days

Strong Cash Flow Conversion



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



JB's Sustainability Initiatives

5





Reporting Framework: Report prepared in accordance with the GRI 2021 Standards United Nations Sustainable Development Goals (UN SDGs)







Reporting Period: This report covers the sustainability performance of the company for the period from 1st April 2023 to 31st March 2024.

Reporting Boundary: The sustainability data pertains to JB Pharma's performance across various locations, including 1 corporate office, 1 registered office, 5 regional offices, 26 C&F locations, 5 warehouses, 1 R&D Centre and 8 plants.



Scan the QR code to read Sustainability Report 2023 - 24

For detailed sustainability report, please visit:
<https://jbpharma.com/sustainability-report/>

Areas	Description
 <p>ESG Report</p>	<p>JB Pharma published its third sustainability report aligned with the United Nations SDG Goals, GRI Framework, and SASB metrics.</p>
 <p>ESG Assurance</p>	<p>Det Norske Veritas (DNV) has provided Limited level assurance on the Sustainability Report 2024. The assurance complies with the International Standard on Assurance Engagements (ISAE) 3000, and the International Standard on Assurance Engagements 3410 – ‘Assurance Engagements on Greenhouse Gas Statements’ (ISAE 3410).</p>
 <p>GHG Inventorisation</p>	<p>We conducted a thorough assessment of our greenhouse gas emissions to identify areas for improvement. We tracked and disclosed three types of emissions: Scope 1, Scope 2 and Scope 3.</p>
 <p>Double Materiality</p>	<p>We undertook a double materiality assessment exercise across our operations by scrutinizing the top material ESG focus areas for the company. The material topics were tested from an impacts perspective, along with determining their ability to impact the financials of the organization. Our double materiality assessment was guided by European Financial Reporting Advisory group (EFRAG) guidelines along with the Global Reporting Initiative.</p>
 <p>Data Accuracy</p>	<p>We have collected, consolidated, analyzed, and reported Environment, Social, and Governance-related data for the past five years (FY 20, FY 21, FY 22, FY 23).</p>
 <p>ESG Goals and Targets</p>	<p>Environment</p> <ul style="list-style-type: none"> To meet 40% of power demand from renewable energy by FY 2026-27 and 100% by FY 2032-33. Carbon neutral in direct operations (Scope 1 and 2 emissions) by FY 2032-33. Zero Liquid discharge (ZLD) for all plant location. To achieve Zero Waste to Landfill by FY 2032-33. To achieve Water Positivity by FY 2032-33. <p>Social</p> <ul style="list-style-type: none"> Enhance women representation in workforce (permanent) to 15% by FY26-27 and across cadres to 25% by FY 2032-33 25 average learning hours per employee by FY 2026-27. To continue Zero Fatality at all plants and locations.

Environment	Social	Governance
<ul style="list-style-type: none"> • <u>Emission (Scope1 & Scope2) intensity per rupee of turnover</u> reduced by 22.2% • 13.9% absolute reduction in <u>Scope 1 and Scope 2 emissions</u>. • 9216.7 tCO2 avoided due to use of <u>renewable energy</u>. • 5.7% absolute reduction in <u>total energy consumption</u> within organization • 46341 GJ of our energy derived from <u>renewable sources</u> of energy, which is 12.1% of total energy demand. • <u>Energy intensity per rupee of turnover</u> reduced by 14.8%. • <u>Water consumption intensity per rupee of turnover</u> reduced by 4.8%. • <u>Zero Liquid Discharge</u> in all our manufacturing plants. • Percentage of <u>waste disposed of in landfills</u> decreased to 12.2%, compared to 17.18% in the previous year. 	<ul style="list-style-type: none"> • 10.9 % <u>female representation in workforce</u> (Permanent). • Zero cases of <u>injuries, fatalities and occupational diseases</u>. 	<ul style="list-style-type: none"> • Zero cases pertaining to <u>issues of conflict of interests</u> in case of Directors. • Awarded a Silver Medal by EcoVadis for its Sustainability Progress at <u>Panoli Plant</u>. • Conducted a thorough double materiality assessment with <u>senior leadership team</u>.



GOOD PEOPLE
for GOOD HEALTH

Thank you



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