

#### **BLUE JET HEALTHCARE LIMITED**

 REGISTERED & CORPORATE : 701 & 702, BHUMIRAJ COSTARICA,

 PLOT 1 & 2, SECTOR - 18, SANPADA, NAVI MUMBAI - 400705

 T : 022- 41840550 / 40037603

 F : +91 22 27814204

 E : sales@bluejethealthcare.com

January 29, 2025

To,	
BSE Limited	National Stock Exchange of India Limited
Phiroze Jeejebhoy Towers	"Exchange Plaza"
Dalal Street	Bandra-Kurla Complex, Bandra (East)
Mumbai - 400 001	Mumbai – 400051

Scrip Code (BSE): 544009

#### Symbol: BLUEJET ISIN : INEOKBH01020

### Sub: Analysts/Investors Presentation on Financial Results for the quarter and nine months ended 31st December 2024.

Dear Sir / Ma'am,

Pursuant to Regulation 30 of the SEBI (LODR) Regulations, 2015, please find enclosed Investors Presentation on the Financial Results for the quarter and nine months ended December 31, 2024 to be held on January 29, 2024.

The presentation is being submitted in compliance with Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended.

This is also being made available on the Company's website bluejethealthcare.com

You are requested to take the same on record.

Thanking you,

Yours faithfully,

For Blue Jet Healthcare Limited

SWETA PODDAR Date: 2025.01.29 15:46:04 + 05'30'

Ms. Sweta Poddar Company Secretary & Compliance Officer M. No: F12287

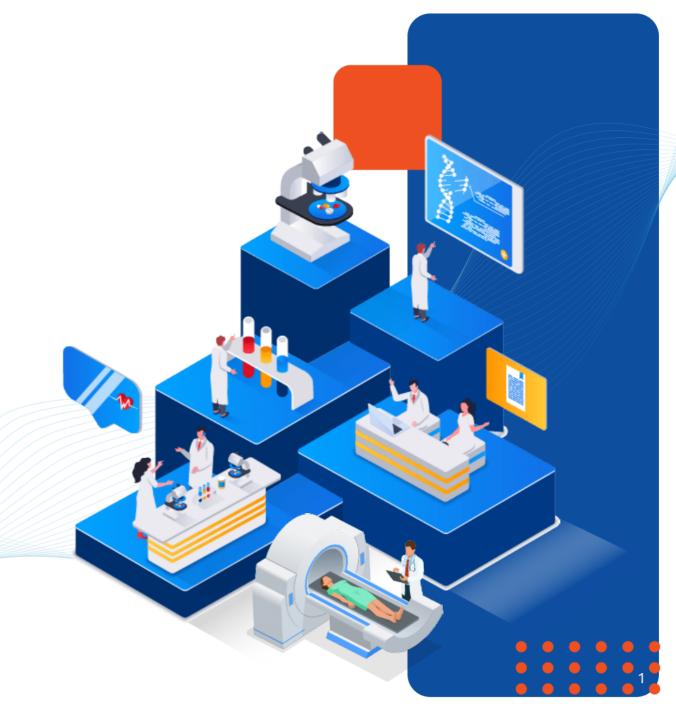
Unit I

3/2, Milestone, Kalyan Murbad Road, Village Varap, P.O. Box No. 5, Shahad-421 103, Tel.: 91 251 2280283 Fax : +91 251 2280567 Unit II Plot No. B-12, C-4, E-2, MIDC, Industrial Area, Chemical Zone, Ambernath (W) 421501. Tel. : +91 8956363877/8956363878 Unit III K-4/1, Additional MIDC Road, Mahad Industrial Area, Mahad- 402309, Tel.: + 91 22 2207 5307 / 6192 / 1691 Fax : +91 22 2207 0294

# **BLUE JET HEALTHCARE**

# Investor Presentation

Q3 & 9M FY25



### Disclaimer



The Presentation is to provide the general background information about the Company's activities as at the date of the Presentation. The information contained herein is for general information purposes only and based on estimates and should not be considered as a recommendation that any investor should subscribe / purchase the company shares. The Company makes no representation or warranty, express or implied, as to, and does not accept any responsibility or liability with respect to, the fairness, accuracy, completeness or correctness of any information contained herein.

This presentation may include certain "forward looking statements". These statements are based on current expectations, forecasts and assumptions that are subject to risks and uncertainties which could cause actual outcomes and results to differ materially from these statements. Important factors that could cause actual results to differ materially from our expectations include, amongst others, general economic and business conditions in India and abroad, ability to successfully implement our strategy, our research & development efforts, our growth & expansion plans and technological changes, changes in the value of the Rupee and other currencies, changes in the Indian and international interest rates, change in laws and regulations that apply to the Indian and global pharmaceutical and chemical industries, increasing competition, changes in political conditions in India or any other country and changes in the foreign exchange control regulations in India. Neither the company, nor its Directors and any of the affiliates or employee have any obligation to update or otherwise revise any forward-looking statements. The readers may use their own judgment and are advised to make their own calculations before deciding on any matter based on the information given herein.

No part of this presentation may be reproduced, quoted or circulated without prior written approval from Blue Jet Healthcare Ltd.





# Table of **Content**



Q3 & 9M FY25 Financials Company at a Glance **Contrast Media Intermediates** High Intensity Sweeteners Pharma Intermediates & API **R&D** Capabilities **Growth Strategy** Management and Board of Directors

2

3

5

6

8



# Q3 & 9M FY25 Financials

# Q3 & 9M FY25 Earnings Highlights

### **Financial Highlights**

### Q3 FY25

- Revenue from operations for Q3 FY25 stood at Rs. 3,184 mn which grew 52.9% QoQ compared to Rs. 2,083 mn in Q2 FY25; up 90.9% on YoY basis compared to Rs. 1,668 mn in Q3 FY24.
- Revenue growth is mainly driven by higher sales in Pharmaceutical Intermediate in Q3 FY25 and improved profitability was mainly due to high sales volume, cost optimization leading to absorption of fixed cost.
- EBITDA for the quarter came at Rs. 1,240 mn, which was up 78.5% QoQ compared to Rs. 695 mn in Q2 FY25; up 127.2% YoY compared to Rs. 546 mn in Q3 FY24.
- EBITDA margin for the quarter came at 39.0% as compared to 33.4% in Q2 FY25 up 559 bps QoQ;
   32.7% in Q3 FY24, up 622 bps YoY.
- Company posted highest ever PAT for the quarter was at Rs. 990 mn, which grew 69.6% QoQ compared to Rs. 583 mn; up 208.3% YoY compared to Rs. 321 mn in Q3 FY24.
- PAT margin for the quarter came at 31.1% as compared to 28.0% in Q2 FY25, up 307 bps QoQ; 19.3% in Q3 FY24, up 1,183 bps.





# Q3 & 9M FY25 Earnings Highlights



### **Financial Highlights**

#### <u>9M FY25</u>

- Revenue from operations for 9M FY25 stood at Rs. 6,895 mn compared to Rs. 5,277 mn in 9M FY24, up 30.7% YoY
- EBITDA for 9M FY25 came at Rs. 2,378 mn up 35% YoY compared to Rs. 1,762 mn in 9M FY24.
- EBITDA margin for 9M FY25 was at 34.5% as compared to 33.4% in 9M FY24, up 110 bps YoY.
- PAT for 9M FY25 stands at Rs. 1,951 mn up 57.2% YoY compared to Rs. 1,241 mn in 9M FY24.
- PAT margin for 9M FY25 was at 28.3% as compared to 23.5% in 9M FY24, up 478 bps YoY.
- Robust Liquidity with Cash & Cash equivalent and Treasury Investments stands at Rs. 3,313 Mn as on 31<sup>st</sup> December 2024.



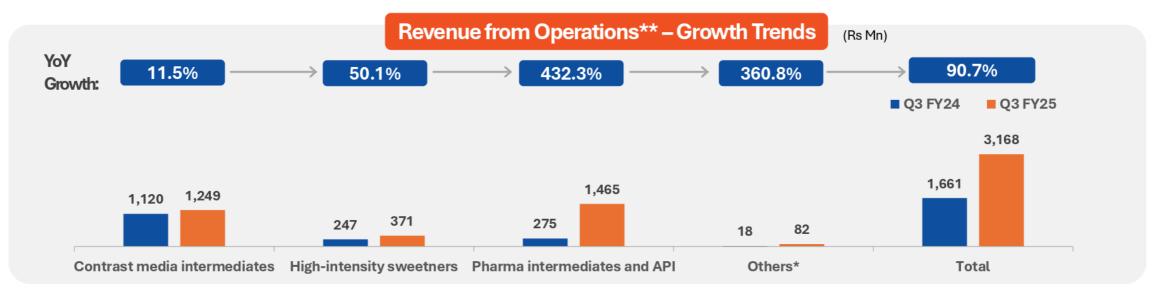
### **Other Highlights**

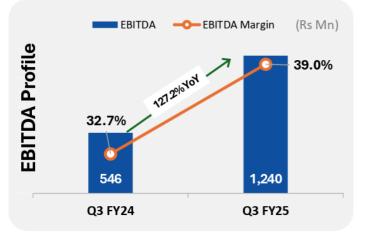
- Company commissioned additional manufacturing block during Q3 FY25 at Ambernath for manufacturing Advance Contrast Media with investment around Rs. 100 mn.
- Company expects advanced contrast media dispatched to happen in Q4 FY25
- Company have planned to set up a state of Art Research &
   Development Centre with an Investment of upto Rs 40 crs

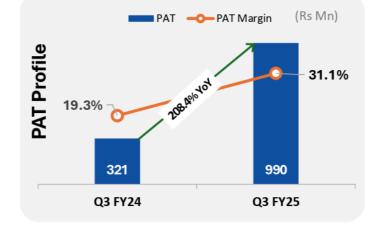


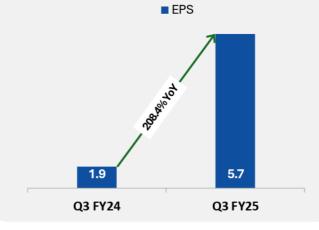
# Q3 FY25 Vs Q3 FY24 Financial Performance – Key Metrics









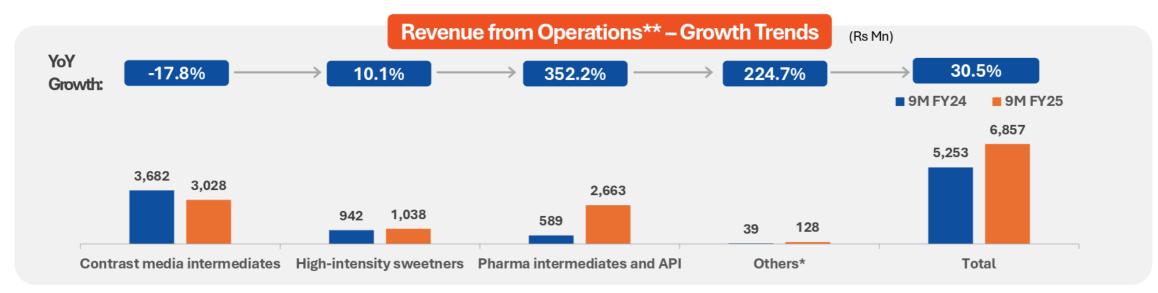


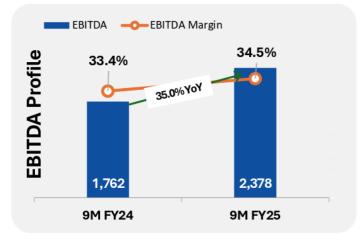
· Others include spent oils and industrial mix solvents

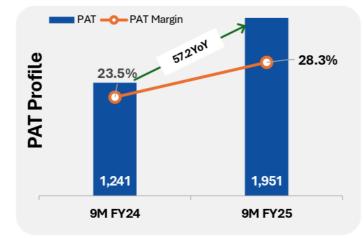
• \*\*Excludes Other Operating Revenue

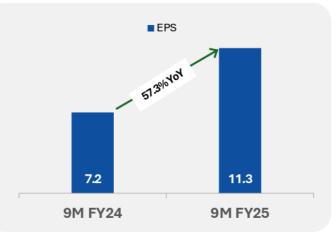
# 9M FY25 Vs 9M FY24 Financial Performance – Key Metrics











Others include spent oils and industrial mix solvents

• \*\*Excludes Other Operating Revenue

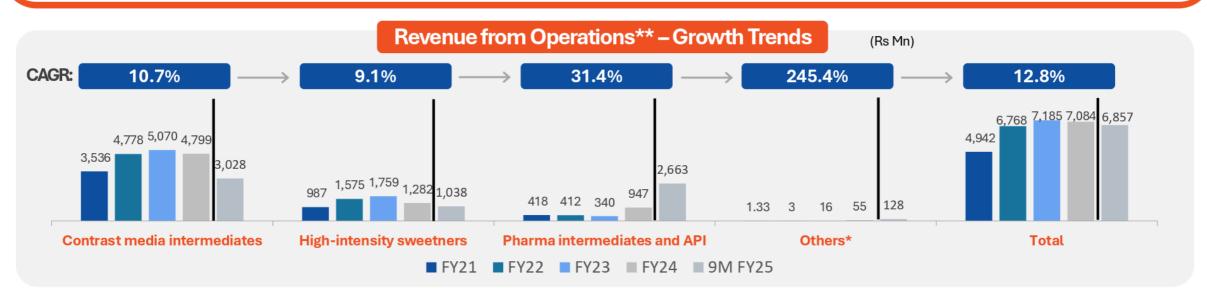
# **Profit and Loss Statement**

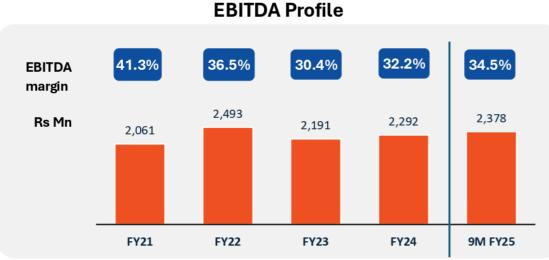


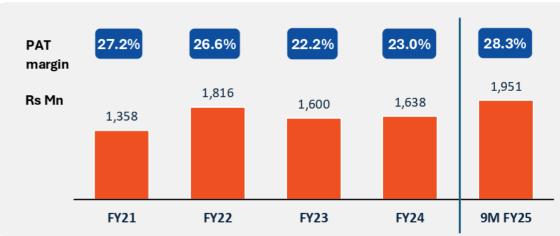
Particulars (Rs. Mn)	Q3 FY25	Q2FY25	QoQ	Q3FY24	YoY	9M FY25	9M FY24	YoY
Revenue from Operations	3,184	2,083	52.9%	1,668	90.9%	6,895	5,277	30.7%
Cost Of Goods Sold	1,444	895		709		3,077	2,284	
Gross Profit	1,740	1,187	46.5%	959	81.4%	3,818	2,992	27.6%
Gross Margin	54.6%	57.0%		57.5%		55.4%	56.7%	
Employee benefits expenses	148	154		130		450	391	
Other expenses	351	339		283		990	840	
Total Expenses	3,388	2,283		1,830		7,595	5,799	
EBITDA	1,240	695	78.5%	546	127.2%	2,378	1,762	35.0%
EBITDA Margin	39.0%	33.4%		32.7%		34.5%	33.4%	
Depreciation and amortization	47	46		79		128	204	
PBIT	1,193	649	83.9%	467	155.2%	2,249	1,558	44.4%
Exceptional Items	0	0		-97		0	-97	
Finance costs	0	0		0		1	1	
Other Income	132	121		68		340	200	
PBT	1,325	769	72.2%	437	203.2%	2,589	1,660	56.0%
Tax Expense	335	186		116		638	418	
PAT	990	583	69.6%	321	208.3%	1,951	1,241	57.2%
PAT Margin	31.1%	28.0%		19.3%		28.3%	23.5%	

# Financial Performance over the years – Key Metrics









PAT Profile

Others include spent oils, solvents and excess raw material

\*\*Excludes Other Operating Revenue



#### Summary Statement of Profit and Loss

Particulars (Rs. Mn)	FY21	FY22	FY23	FY24	9M FY25
Revenue from Operations	4,989	6,835	7,210	7,116	6,895
Other Income	89	194	240	289	340
Total Revenue	5,078	7,029	7,449	7,404	7,236
Cost of Materials consumed	1,695	2,875	3,360	3,144	3,077
Employee benefits expenses	290	330	419	532	450
Finance costs	53	33	14	2	1
Depreciation and amortization	197	221	251	281	128
Other expenses	945	1,137	1,240	1,148	990
Total Expenses	3,178	4,597	5,283	5,106	4,647
Exceptional Items	(53)	-	-	(97)	-
РВТ	1,847	2,432	2,166	2,200	2,589
Tax Expense	489	616	566	563	638
PAT	1,358	1,816	1,600	1,637	1,951

#### Summary Statement of Assets and Liabilities

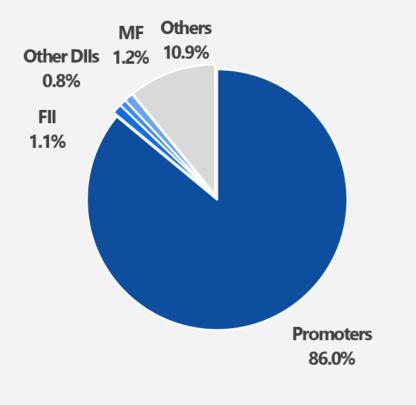
Particulars (Rs. Mn)	FY21	FY22	FY23	FY24	H1 FY25
I. Assets					
Property, plant and equipment	1,188	1,185	1,282	1,492	2,460
Other non-current assets	275	466	688	2,041	1,394
Total non-current assets	1,463	1,651	1,970	3,532	3,854
Inventories	1,177	1,050	1,257	1,298	1,780
Trade receivables	1,440	2,274	2,394	1,769	2,116
Investments (Current)	368	938	1,893	2,355	2,784
Cash and cash equivalents	611	754	654	410	298
Other current assets	304	467	453	1,224	978
Total current assets	3,900	5,483	6,651	7,056	7,956
Total assets	5,363	7.134	8.621	10,588	11,810
					· · ·
II. Equity and liabilities					
II. Equity and liabilities Total equity	3,398	5,215	6,815	8,452	9,240
			6,815 -	8,452 -	
Total equity	3,398		<b>6,815</b> - 67	<b>8,452</b> - 77	
Total equity Borrowings	<b>3,398</b> 287	5,215 -	-	-	9,240 -
<b>Total equity</b> Borrowings Other non-current liabilities	<b>3,398</b> 287 47	<b>5,215</b> - 173	- 67	- 77	<b>9,240</b> - 114
Total equityBorrowingsOther non-current liabilitiesTotal non-current liabilities	<b>3,398</b> 287 47 <b>334</b>	<b>5,215</b> - 173	- 67	- 77	<b>9,240</b> - 114
Total equityBorrowingsOther non-current liabilitiesTotal non-current liabilitiesCurrent borrowings	<b>3,398</b> 287 47 <b>334</b> 229	<b>5,215</b> - 173 <b>173</b> -	67 67	- 77 <b>77</b> -	<b>9,240</b> - 114 <b>114</b> -
Total equityBorrowingsOther non-current liabilitiesTotal non-current liabilitiesCurrent borrowingsTrade payables	<b>3,398</b> 287 47 <b>334</b> 229 595	<b>5,215</b> - 173 <b>173</b> - 565	- 67 <b>67</b> - 538	- 77 <b>77</b> - 303	<b>9,240</b> - 114 <b>114</b> - 668
Total equityBorrowingsOther non-current liabilitiesTotal non-current liabilitiesCurrent borrowingsTrade payablesOther current liabilities	<b>3,398</b> 287 47 <b>334</b> 229 595 807	<b>5,215</b> - 173 <b>173</b> - 565 1,180	- 67 <b>67</b> - 538 1,201	- 77 <b>77</b> - 303 1,757	<b>9,240</b> - 114 <b>114</b> - 668 1,788

The company continues to remain debt free with robust Liquidity

# **Shareholder Information**



#### Shareholding as on 31<sup>st</sup> December 2024



#### Share Information as on 31<sup>st</sup> December 2024

NSE Ticker	BLUEJET
BSE Ticker	544009
Market Cap (INR Cr)	9,790
% free-float	14%
Free-float market cap (INR Cr)	1,371
Cash & Cash Equivalents + Treasury Investment (INR Mn)	3,313
Shares Outstanding	17,34,65,425
3M ADTV (Shares)*	2,42,079
3M ADTV (INR Cr)*	13.07
Industry *Source: NSE & BSE	Pharmaceuticals

ADTV (Shares): Average Daily Traded Volume ADTV (INR Cr): Average Daily Traded Value

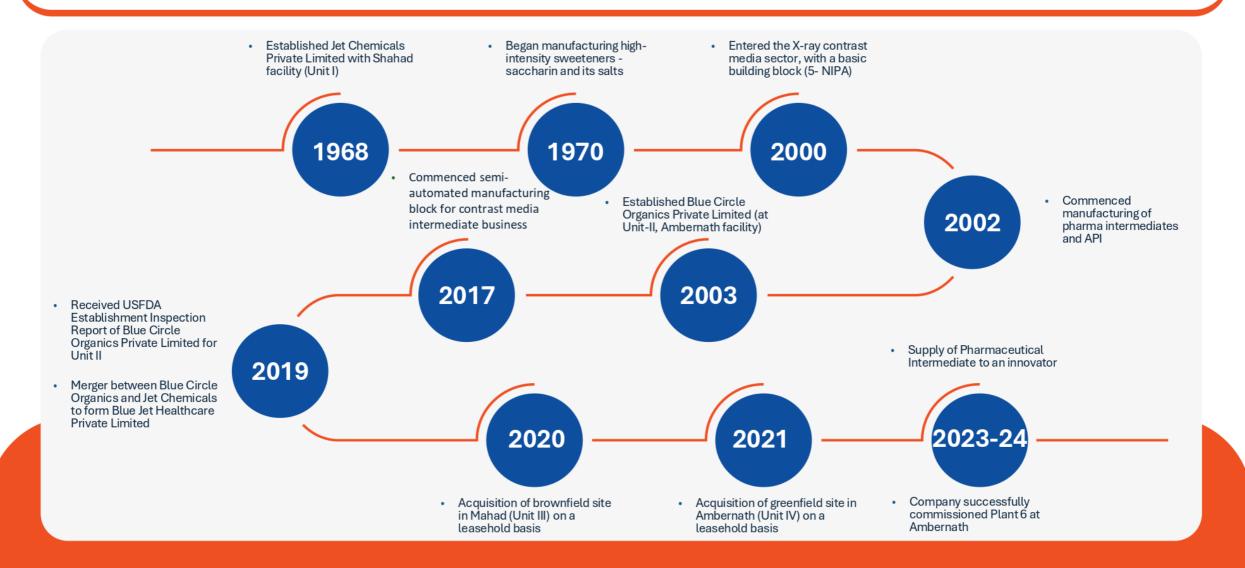




# Company at a Glance

# **Our Journey**





### Who we are



A **specialty pharmaceutical** and

healthcare ingredient and intermediate

company, offering niche products with

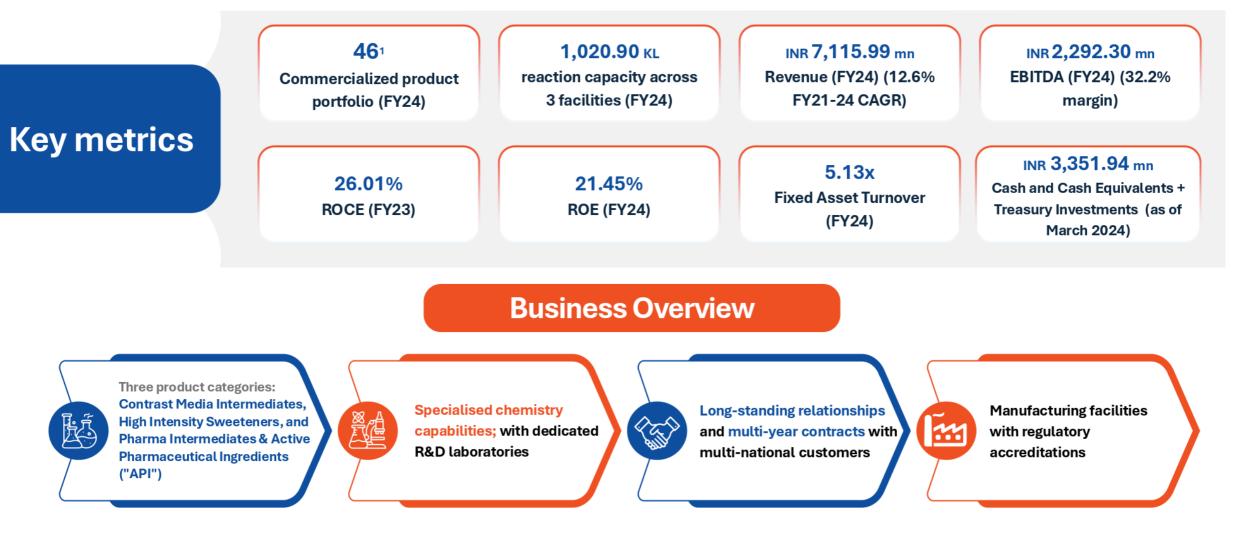
an approach of "Collaboration,

Development, Manufacturing" to

CDMO business.

# **Blue Jet Healthcare at a glance**

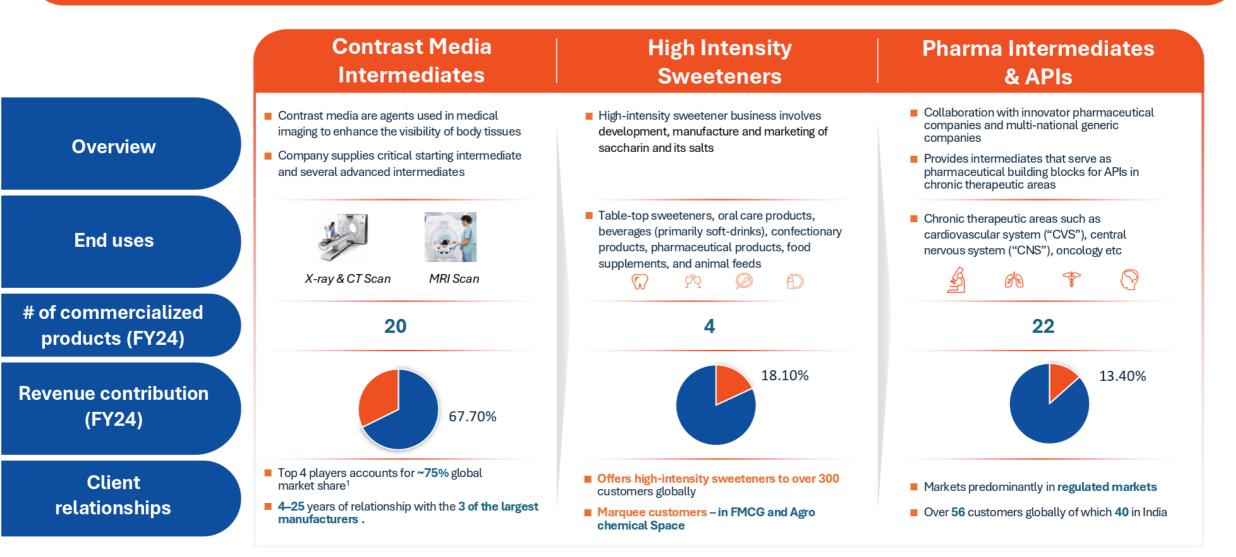




1.1 Includes 19, 4, and 21 commercialized products for contrast media, high intensity sweeteners, and pharma intermediates and APIs respectively Source: Company Information

# **Overview of our Product Categories**









# **Contrast Media Intermediates**

# **Overview of Contrast Media and its growth drivers**



- Chemical agents that enhances the contrast of an imaging modality in diagnostic imaging, thereby aiding diagnosis of diseases
- Once inside the human body, selectively and temporarily taken up by different body tissues
- Enhance the images, leading to better visualizations of the tissues and organs

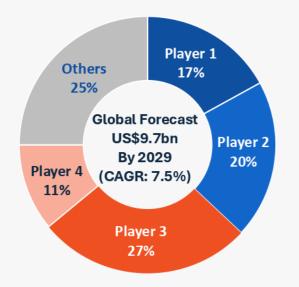
#### Types of contrast media

- X-ray / Computed Tomography (CT) contrast agents: lodinebased contrast media agents
- Magnetic Resonance Imaging (MRI) contrast agents: Gadolinium-based agents
- Ultrasound (USG) agents: Stabilized microbubble-based contrast media agents

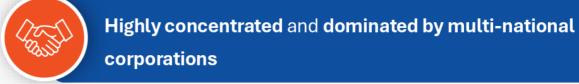
	<b>Growing population and changing demographics</b> (65 yrs.+) estimated to increase from 6.9% of the total world population in 2000 to 10.4% by 2025 <sup>1</sup>	Growth	<b>Rising healthcare expenditure</b> Global health expenditure grew at 3.9% CAGR from 2000–17	
₩ê	<b>Growing prevalence of lifestyle diseases</b> Such as diabetes, physical inactivity, obesity, etc.	drivers for contrast	Focus on early diagnostics Driven by advancement in diagnostic technologies and growing public awareness	A
	Increased convenience Through online booking and reporting	media	Increasing demand for preventive healthcare Driven by increased awareness and rising curative costs	<b>I</b>

# The global Contrast Media industry is highly concentrated





Top 4 accounts for ~75% share in 2024



media formulations<sup>1</sup>

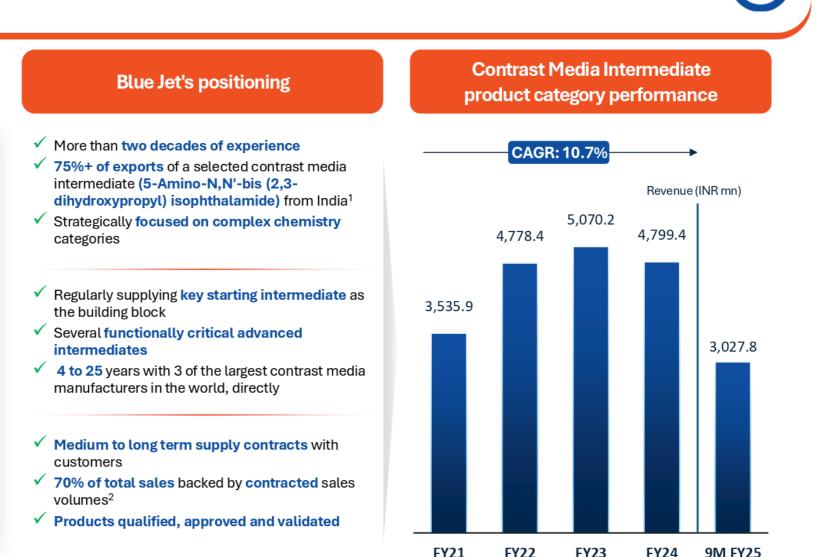


Either **forward integrated** (have equipment manufacturing) or **long-standing relationships with manufacturers** 

Collectively hold ~75% of the global sales of contrast

1.<sup>1</sup> June 2019, 2020, 2021, 2022 and 2023 Source: Industry Report

# High entry barriers for key intermediates' vendors



Note: <sup>1</sup> In each of the Financial Years 2020, 2021 and 2022; 2 For Financial Years 2021, 2022, 2023 and three months ended 1Q 2023 Source: Industry Report

Characteristics of the

**Contrast Media market** 

Strict internal standards

for product impurity /

features profile

Stickiness of relationship

Long-term supply

contracts

# Continue to forward integrate into more advanced intermediates for Contrast Media

Key benefits





Strong product development and process optimization capabilities underpinned by in-house R&D capabilities



Focus on molecules with **customer interest** and **strategy** in either **outsourcing or alternate sourcing** the next stage of advanced intermediates

7

**Key starting intermediate** as building block in 2000 to **19 additional advanced intermediates** as of FY24



Further **improving chemistry** capabilities in close **synergy** with our customers (**4 to 25** years with 3 of top 4 players directly)

Capture **larger wallet share** with existing customers

Higher realization and profitability per unit

Potential of **moving up the value** chain



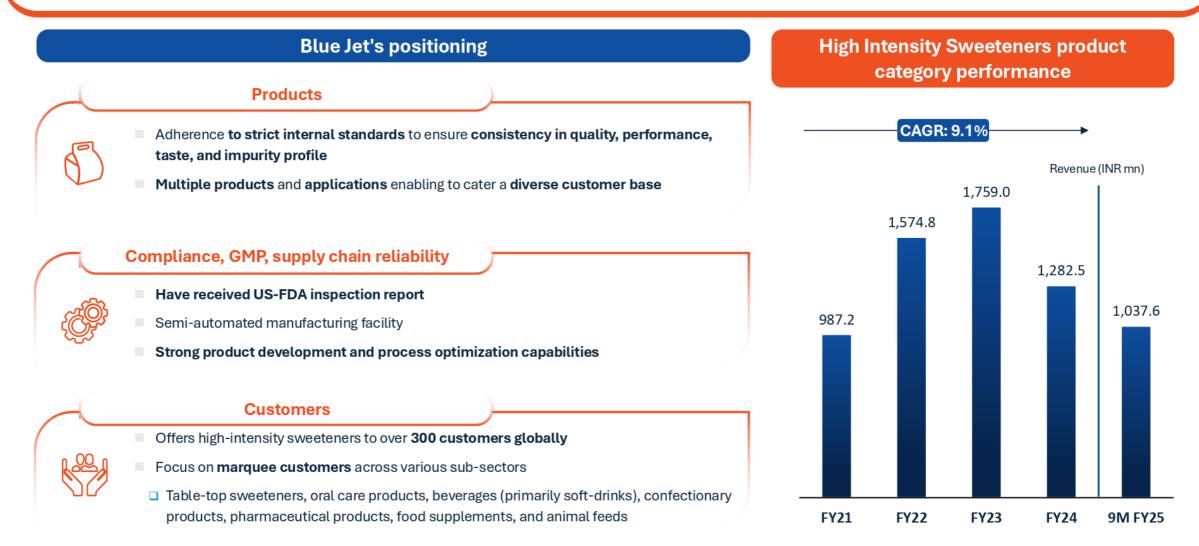




# High Intensity Sweeteners

# Blue Jet's positioning in High Intensity Sweetener







5 Pharma Intermediates & API

# Trends and features of the Pharma Intermediates and APIs Product Category



#### Key trends in Pharma Intermediates and CDMO market

#### Increased propensity to outsource manufacturing of intermediates & APIs

- Enables asset light model and ability to focus on development of novel products for venture capital backed start-ups
- Provides cost advantages and supply chain efficiencies

#### De-risking dependence on China by global API and formulations players

- Concerns around specific APIs made in China, accentuated with Covid-19
- China implemented stricter regulations and witnessed rising wage costs

#### Self sufficiency with import substitution

- Government initiatives such as PLI schemes and bulk drug parks
- Growth driven by proven skills, educational systems, supply chain reliability, and IP protection

#### The growth in the global pharmaceuticals market

- Launch of novel therapies (including biologics and personalized therapies)
- Expansion of existing therapies in several geographies
- Growing demand for generic medicines

### Revenue and capacity utilization predictability for the CDMO

- Customers prefers close partnerships with CDMO driven by
  - Confidentiality of the projects
  - Novelty of the underlying chemistry and need for custom-development

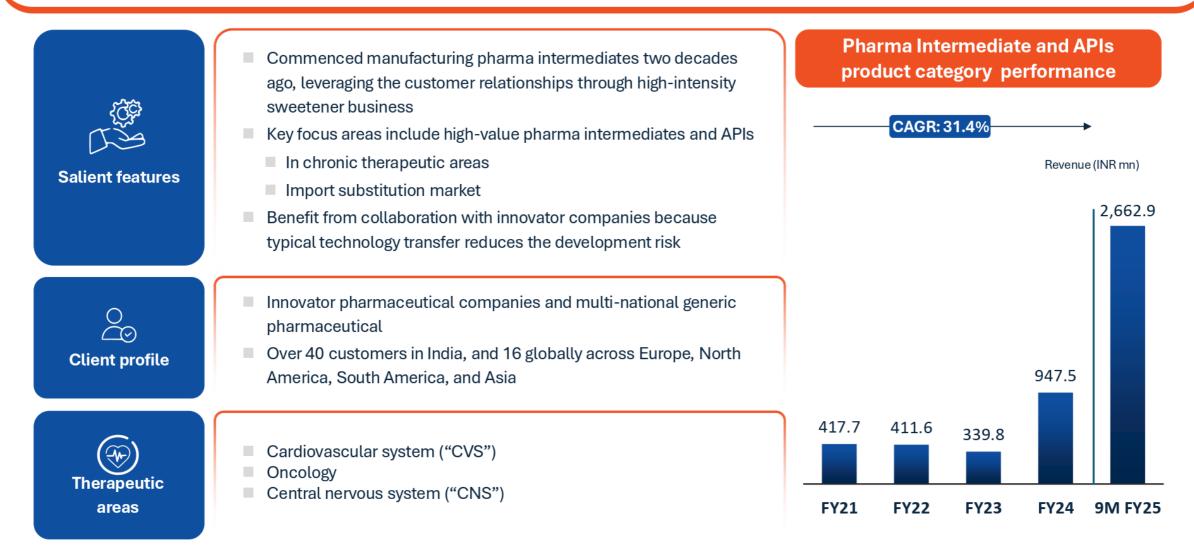
Features of a typical arrangement to supply of intermediates to innovators of NCEs

#### Higher realizations per unit sold

- Key criteria for selection of CDMO include track record in the chemistry and similar therapy areas
- Competitive cost is not the most important consideration

# **Overview of Blue Jet's Pharma Intermediates and APIs Product Category**





Leverage our long-standing customer relationships to continue entering adjacencies in the pharma intermediate and API category



#### Focus on three niche areas in providing CDMO services



# Investigational new drugs and new chemical entities (NCEs)

Develop advanced intermediates for NCEs under trials for US-FDA approvals



# Drugs that are still under patent and not genericized

Offering advanced intermediates to innovators for four active pharmaceutical ingredients (APIs) which are still under patent

 Including two APIs in the oncology sector, one API in the cardiovascular system category and one API in the central nervous system category



#### Genericized drugs that are still niche

Offering multiple advanced intermediates to a number of large generics companies for chronic illness therapies

Leverage long-standing relationships with innovator companies

**Blue Jet's positioning** 



Process research, analytical research and chemistry capabilities



Continuous focus on product quality

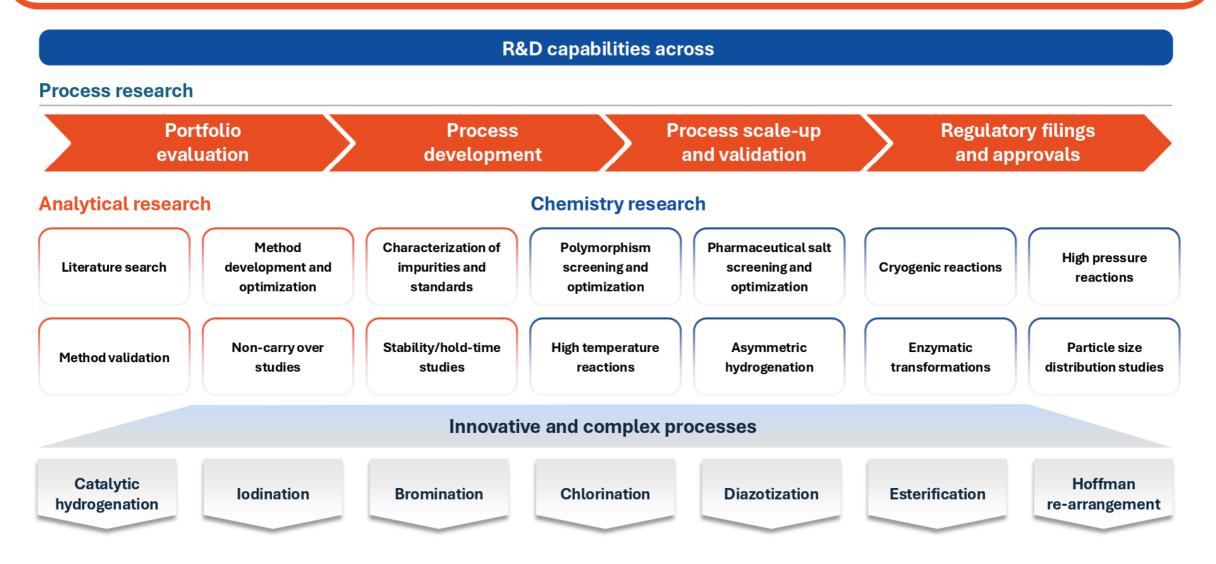




# **R&D** Capabilities

# **Our R&D framework**





# **Sustainability**



#### Various initiatives on energy efficiency, renewable energy, and water conservation to reduce carbon footprint





# **Growth Strategy**

## **Our strategies**









# Management and Board of Directors

# Experienced and visionary management team backed by independent -Board of Directors

#### **Management team**



Akshay Bansarilal Arora Executive Chairman

- Has more than three decades of experience with the Company
- Holds bachelor's and master's degrees in science from University of Mumbai



Shiven Akshay Arora Managing Director

- Has more than six years of experience with the Company
- Holds a bachelor's degree in business from Bond University, Gold Coast, Australia



Naresh Suryakant Shah Executive Director, Head – Marketing

- Has more than three decades of experience in marketing
- Currently also associated as a director of BC Bio Sciences
- Holds a diploma in Chemical Engineering from the Khopoli Polytechnic College, Raigad



Ganesh Karuppannan Chief Financial Officer

- Previously worked with Philips Electronics, Dr. Reddy's Laboratories, Granules as CFO
- Associate member of Institute of Chartered Accountants of India since 1988



Vimalendu Kumar Singh (V.K. Singh) Chief Operating Officer

- Previously worked with Strides Pharma, Emcure Pharmaceuticals, RPG Life Sciences, and Ranbaxy Laboratories
- Has a bachelor's degree in chemical engineering from IIT Kanpur and a master's programme from IIFT, New Delhi



Chandrashekar Parenky President – Research and Development

- Previously worked at Amoli Organics and Kores (India) as CEO
- Holds a doctorate of philosophy in science from the University of Bombay and a master's degree from Birla Institute of Technology & Science

### Experienced and visionary management team backed by independent **Board of Directors (cont'd)**



#### Management team (cont'd)



#### **Popat B Kedar** Executive Director

- Holds a Bachelor's and Master's degree in Science, specializing in Inorganic Chemistry from Shivaji University, Kolhapur.
- Has over 34 years of experience as a Plant Manager, previously working with Infotech Pharma Pvt. Ltd., Godavari Drugs Pvt. Ltd., and Sara Research Centre.
- Associated with the company since July 2005 and served as a Director earlier from December 31, 2020, to February 1, 2022.



Sweta Poddar **Company Secretary and Compliance Officer** 

Has experience of over a decade as a company secretary

Associated with **Chinar Chemicals** Drugs and Pharmaceuticals Ltd.

Holds a bachelors' degree in commerce from the University of Calcutta



Independent board of directors

- Private Ltd. and Aarey



**Privanka Yadav** Independent Director

- Ms. Priyanka Yadav, a Fellow Member of ICSI, holds bachelor's, master's, and law degrees from the University of Mumbai.
- She leads Priyanka Yadav & Associates with 6+ years of experience in corporate laws, NCLT matters, and compliance.
- An expert in listing compliance, IPOs, and corporate restructuring, she advises on governance and legal due diligence.



**Girish Paman** Vanvari Independent Director

- Founder and Partner of Transaction Square LLP and Valuation Square LLP. He is the member of Institute of Chartered accountants of India.
- Has experience in tax, regulatory, and business advisory functions
- Holds a bachelor's degree in commerce from Shri Narsee Monjee College of Commerce and Economics
- Other Directorships held: Tarsons Products Ltd , Aurbindo Pharma Ltd , Himadri Specilaity Chemical Ltd, Kolte Patil **Developers Ltd**



Preeti Gautam Mehta Independent Director

- Practicing advocate & solicitor and a senior partner of Kanga & Co
- Over 30 years of experience in corporate laws, foreign investments, M&A & PE investments, banking, franchising, and hospitality
- Other Directorships held: Sumitomo Chemicals Ltd. Prpten - E Gov Technlogies Ltd. JCB India Ltd



**Divva Sameer** Momava Independent Director

- Holds a bachelor's degree in commerce from the University of Pune
- Partner of D. S. Momaya & Co. LLP and first director of MMB Advisors Private Limited
- Previously worked with BSE Limited and BSEL Infrastructure Realty Limited
- Other Directorships held: GTPL Hathway Ltd, Motilal Oswal Finacial Services Ltd. Motial Oswal Home Finance ltd

37

 •
 •
 •
 •
 •
 •
 •
 •
 •
 •
 •
 •
 •
 •
 •
 •
 •
 •
 •
 •
 •
 •
 •
 •
 •
 •
 •
 •
 •
 •
 •
 •
 •
 •
 •
 •
 •
 •
 •
 •
 •
 •
 •
 •
 •
 •
 •
 •
 •
 •
 •
 •
 •
 •
 •
 •
 •
 •
 •
 •
 •
 •
 •
 •
 •
 •
 •
 •
 •
 •
 •
 •
 •
 •
 •
 •
 •
 •
 •
 •
 •
 •
 •
 •
 •
 •
 •
 •
 •
 •
 •
 •
 •
 •
 •
 •
 •
 •
 •
 •
 •
 •
 •
 •
 •
 •
 •
 •
 •
 •
 •
 •
 •
 •
 •
 •
 •
 •
 •

# Thank you!

#### **BLUE JET HEALTHCARE LIMITED**

# 0

#### **Registered Office**

701,702, 7th Floor, Bhumiraj Costarica, Sector 18, Sanpada, Navi Mumbai Thane 400705, Maharashtra, India



NSE: BLUEJET, BSE: 544009 ISIN: INE0KBH01020 Website: www.bluejethealthcare.com

#### **INVESTOR RELATIONS AT**



#### **Blue Jet Healthcare Limited** Sanjay Sinha, Deputy Chief Financial Officer sanjay.sinha@bluejethealthcare.com



Kunal Bhoite kunal.bhoite@in.ey.com Advait Bhadekar advait.bhadekar@in.ey.com