



BLUE JET HEALTHCARE LIMITED

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CIN NO. : L99999MH1968PLC014154

October 30, 2024

BSE Limited Phiroze Jeejebhoy Towers Dalal Street Mumbai - 400 001 Scrip Code (BSE): 544009	National Stock Exchange of India Limited “Exchange Plaza” Bandra-Kurla Complex, Bandra (East) Mumbai - 400051 Symbol: BLUEJET
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Sub: Analysts/Investors Presentation

Dear Sir / Ma'am,

Pursuant to Regulation 30 of the SEBI (LODR) Regulations, 2015, please find enclosed Analysts/Investors Presentation on the Unaudited Standalone Financial Results for the half year and quarter ended September 30, 2024 to be held on November 04, 2024.

You are requested to take the same on record.

Thanking you,

Yours sincerely,

For Blue Jet Healthcare Limited

SWETA Digitally signed by
SWETA PODDAR
PODDAR Date: 2024.10.30
14:35:28 +05'30'

Sweta Poddar
Company Secretary and Compliance Officer
Membership No: F12287

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Investor Presentation

Q2 & H1 FY25



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Q2 & H1 FY25 Financials

Q2 & H1 FY25 Earnings Highlights



Financial Highlights

Q2 FY25

- ✓ **Revenue from operations** for Q2 FY25 stood at **Rs. 2,083 mn** which grew **27.8% QoQ** compared to **Rs. 1,629 mn** in Q1 FY25 ; **up 14.8%** on **YoY** basis compared to **Rs. 1,814 mn** in Q2 FY24.
- ✓ **Improved Profitability** on QoQ basis was due to the change in Product Mix as well as increased sales of contrast media.
- ✓ **EBITDA** for the quarter came at **Rs. 695 mn**, which was **up 57.0% QoQ** compared to **Rs. 443 mn** in Q1 FY25; **up 11.0% YoY** compared to **Rs. 626 mn** in Q2 FY24.
- ✓ **EBITDA margin** for the quarter came at **33.4%** as compared to **27.2%** in Q1 FY25 **up 619 bps QoQ**; **34.5%** in Q2 FY24, **down 117 bps YoY**.
- ✓ **Company posted highest ever PAT** for the quarter was at **Rs. 583 mn**, which grew **54.4% QoQ** compared to **Rs. 378mn**; **up 21.9% YoY** compared to **Rs. 479 mn** in Q2 FY24.
- ✓ **PAT margin** for the quarter came at **28.0%** as compared to **23.2%** in Q1 FY25, **up 483 bps QoQ**; **26.4%** in Q2 FY24, **up 162 bps**.



Q2 & H1 FY25 Earnings Highlights



Financial Highlights

H1 FY25

- ✓ **Revenue from operations** for **H1 FY25** stood at **Rs. 3,712 mn** compared to **Rs. 3,609 mn** in **H1 FY24**, up **2.8% YoY**
- ✓ **EBITDA** for **H1 FY25** came at **Rs. 1,138 mn** down **6.4% YoY** compared to **Rs. 1,216 mn** in **H1 FY24**. Compressed EBIDTA was mainly driven by an increase in Employee cost & other Operating Expense.
- ✓ **EBITDA** margin for **H1 FY25** was at **30.7%** as compared to **33.7%** in **H1 FY24**, down **304 bps** YoY.
- ✓ **PAT** for **H1 FY25** stands at **Rs. 961 mn** up **4.5% YoY** compared to **Rs. 920 mn** in **H1 FY24**.
- ✓ **PAT** margin for **H1 FY25** was at **25.9%** as compared to **25.5%** in **H1 FY24**, up **41 bps** YoY.
- ✓ **Robust Liquidity** with Cash & Cash equivalent and Treasury Investments stands at **Rs 3,233 Mn** as on September 2024.



Q2 & H1 FY25 Earnings Highlights



Other Highlights

- ✓ **Maiden dividend payout** completion **Rs. 1 (50%) per share** amounting to **Rs. 173.5 Mn.**
- ✓ **Commercial dispatches of pharma intermediate product** started from new plant no. 6 at Ambarnath from end of September 2024.
- ✓ **In the Artificial Sweetener space**, company is focusing on scaling up the sale of Calcium Saccharin and we have started dispatching the sale this quarter.



Q2 FY25 Vs Q2 FY24 Financial Performance – Key Metrics



Revenue from Operations – Growth Trends

(Rs Mn)

YoY Growth:

(11.1%)

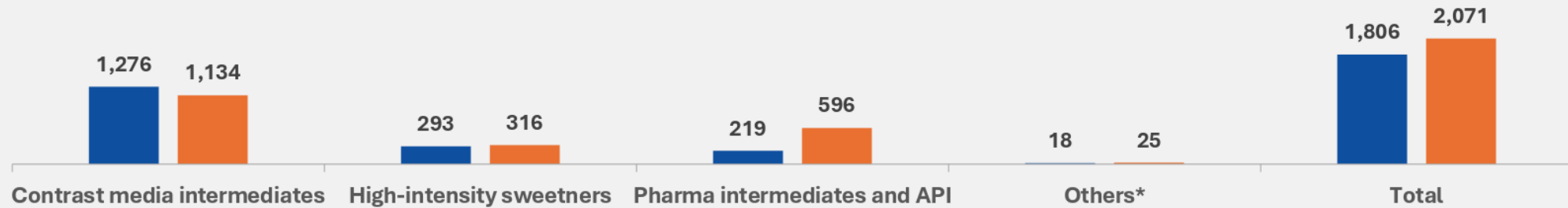
7.8%

171.9%

40.7%

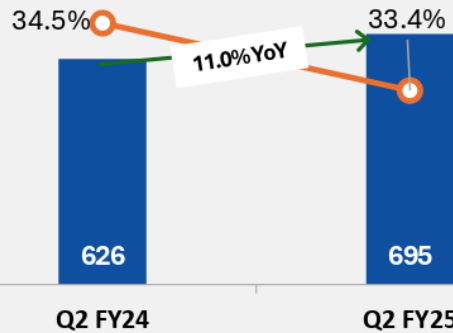
14.7%

■ Q2 FY24 ■ Q2 FY25



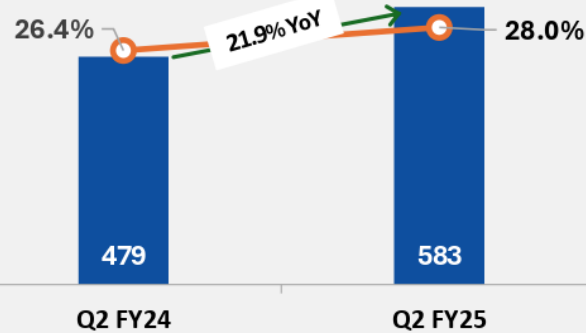
EBITDA Profile

■ EBITDA ○ EBITDA Margin (Rs Mn)

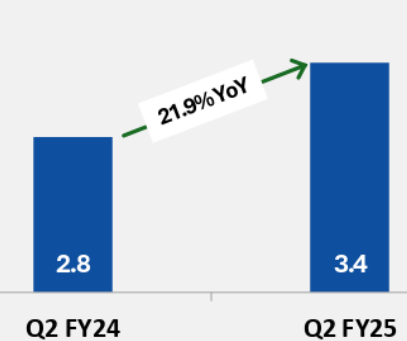


PAT Profile

■ PAT ○ PAT Margin (Rs Mn)



■ EPS



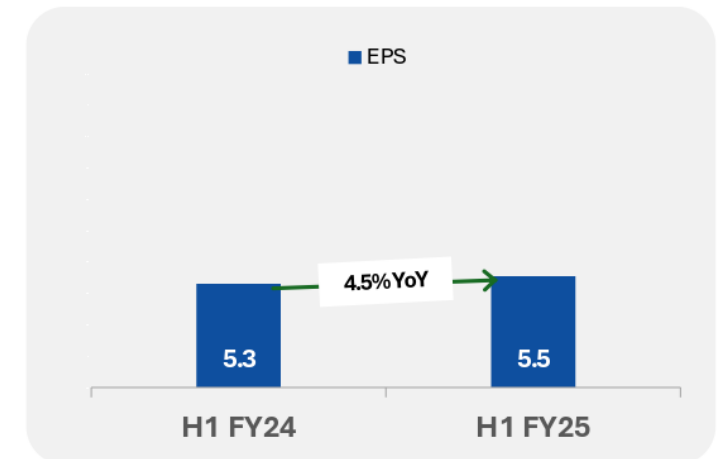
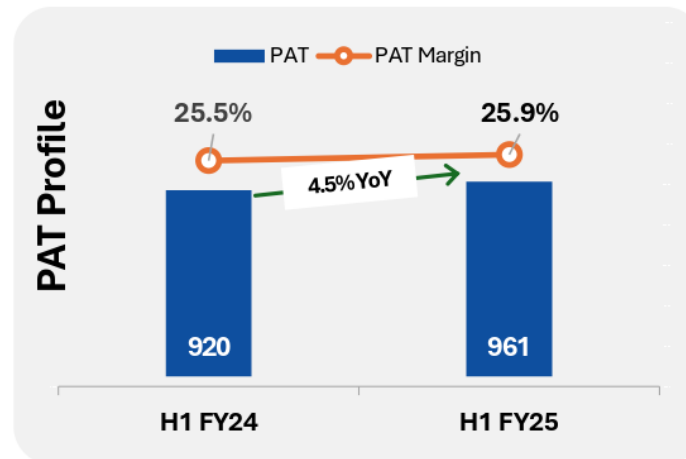
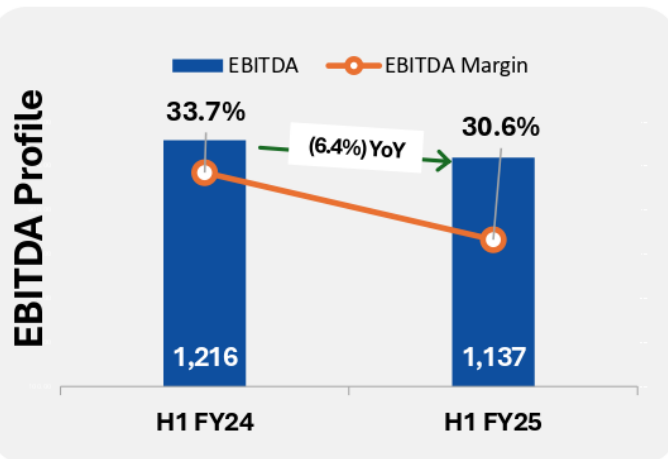
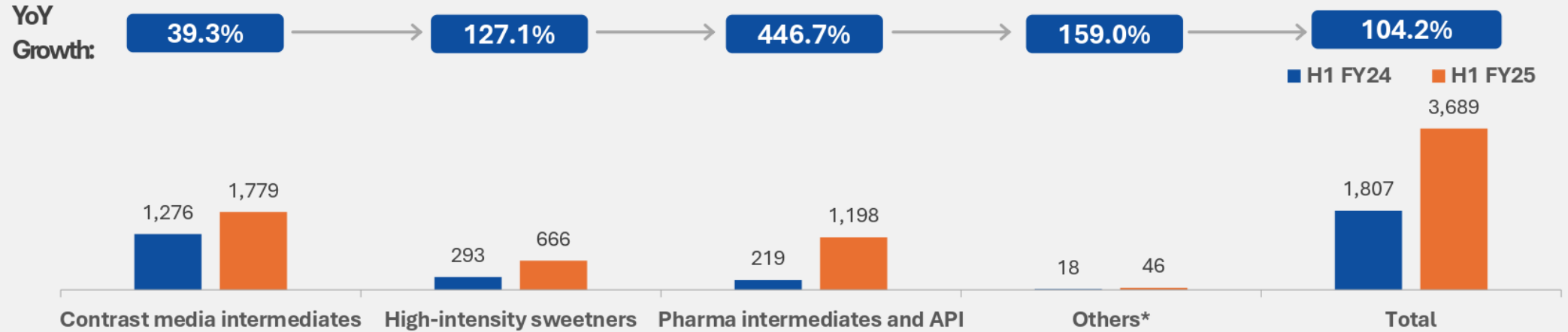
* Others include spent oils, solvents and excess raw material

H1 FY25 Vs H1 FY24 Financial Performance – Key Metrics



Revenue from Operations – Growth Trends

(Rs Mn)



* Others include spent oils, solvents and excess raw material

Profit and Loss Statement

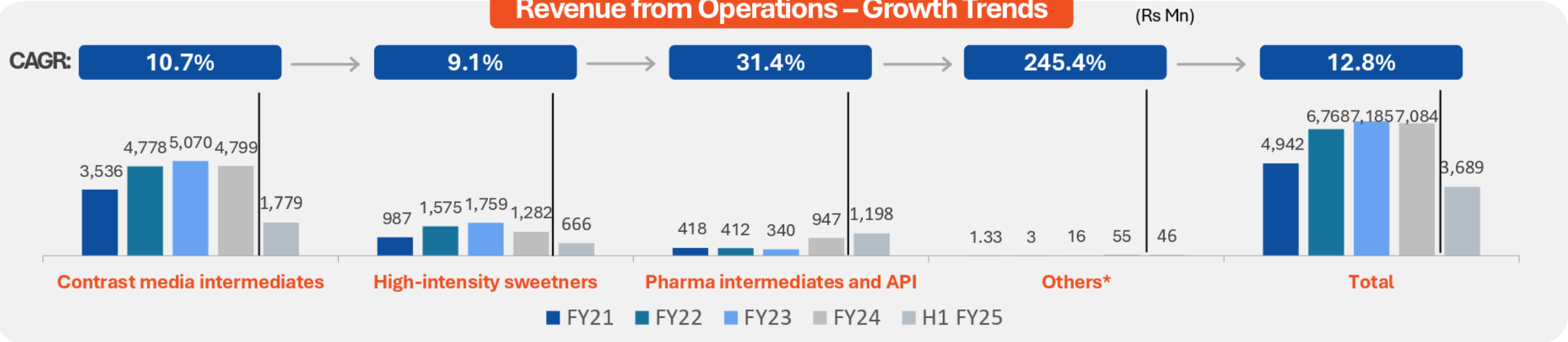


Particulars (Rs. Mn)	Q2 FY25	Q1FY25	QoQ	Q2FY24	YoY	H1 FY25	H1 FY24	YoY
Revenue from Operations	2,083	1,629	27.8%	1,814	14.8%	3,712	3,609	2.8%
Cost Of Goods Sold	895	738		783		1,633	1,576	
Gross Profit	1,187	891	33.3%	1030	15.3%	2,078	2,033	2.2%
<i>Gross Margin</i>	57.0%	54.7%		56.8%		56.0%	56.3%	
Employee benefits expenses	154	148		133		302	260	
Other expenses	339	300		271		639	557	
Total Expenses	2,283	1,924		1,971		4,207	3,969	
EBITDA	695	443	57.0%	626	11.0%	1,137	1,216	-6.4%
<i>EBITDA Margin</i>	33.4%	27.2%		34.5%		30.6%	33.7%	
Depreciation and amortization	46	35		65		81	125	
PBIT	649	408	57.0%	562	11.0%	1,057	1,091	-6.4%
Exceptional Items	-	-		-		-	-	
Finance costs	0	0		0		0	1	
Other Income	121	87		82		208	133	
PBT	769	495	55.5%	643	19.6%	1,264	1,222	3.4%
Tax Expense	186	117		165		303	303	
PAT	583	378	54.4%	479	21.9%	961	920	4.5%
<i>PAT Margin</i>	28.0%	23.2%		26.4%		25.9%	25.5%	

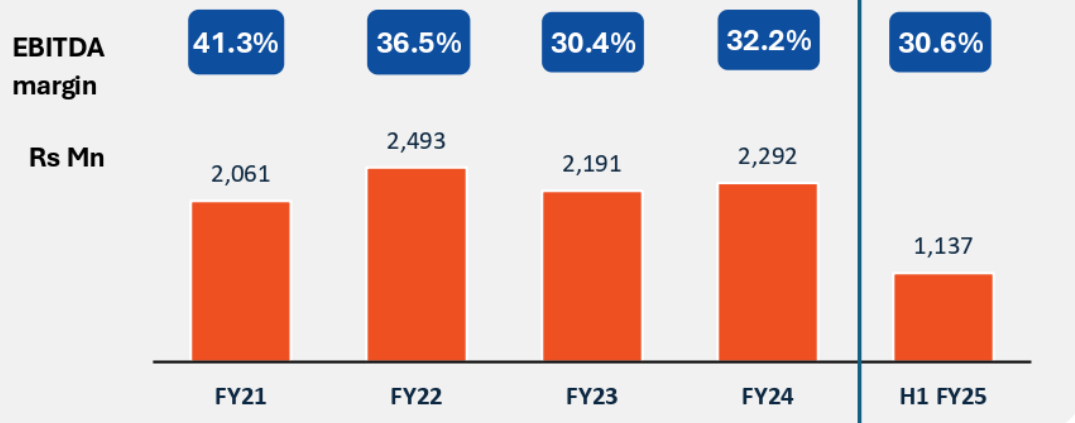
Financial Performance over the years – Key Metrics



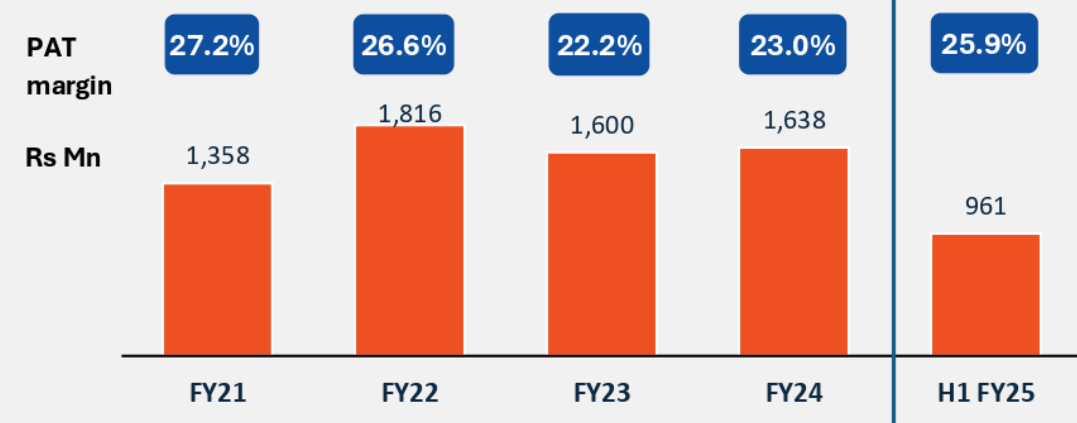
Revenue from Operations – Growth Trends



EBITDA Profile



PAT Profile



* Others include spent oils, solvents and excess raw material

Financials for the last four years



Summary Statement of Profit and Loss

Particulars (Rs. Mn)	FY21	FY22	FY23	FY24	H1FY25
Revenue from Operations	4,989	6,835	7,210	7,116	3,712
Other Income	89	194	240	289	208
Total Revenue	5,078	7,029	7,449	7,404	3,919
Cost of Materials consumed	1,695	2,875	3,360	3,144	1,633
Employee benefits expenses	290	330	419	532	302
Finance costs	53	33	14	2	0
Depreciation and amortization	197	221	251	281	81
Other expenses	945	1,137	1,240	1,148	639
Total Expenses	3,178	4,597	5,283	5,106	2,656
Exceptional Items	(53)	-	-	(97)	-
PBT	1,847	2,432	2,166	2,200	1,264
Tax Expense	489	616	566	563	303
PAT	1,358	1,816	1,600	1,637	961

Summary Statement of Assets and Liabilities

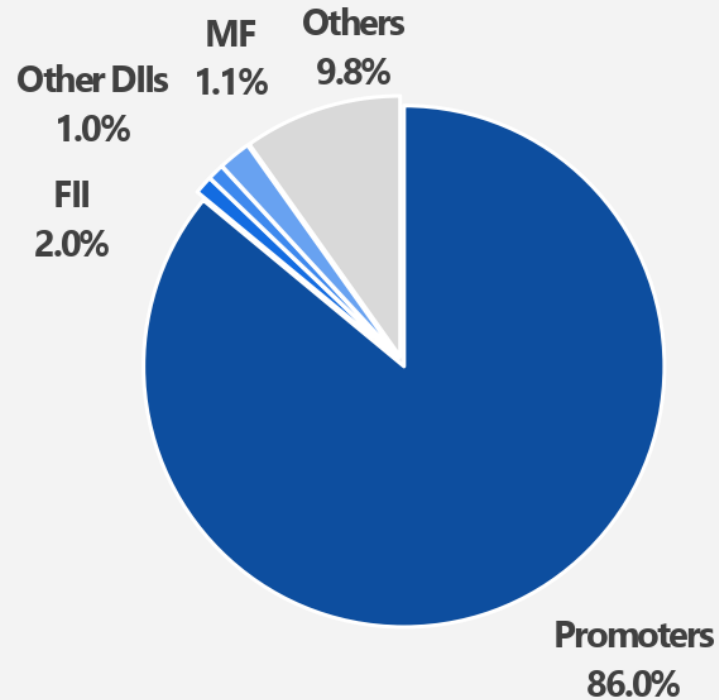
Particulars (Rs. Mn)	FY21	FY22	FY23	FY24	H1 FY25
I. Assets					
Property, plant and equipment	1,188	1,185	1,282	1,492	2,460
Other non-current assets	275	466	688	2,041	1,394
Total non-current assets	1,463	1,651	1,970	3,532	3,854
Inventories	1,177	1,050	1,257	1,298	1,780
Trade receivables	1,440	2,274	2,394	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					
Total equity	3,398	5,215	6,815	8,452	9,240
Borrowings	287	-	-	-	-
Other non-current liabilities	47	173	67	77	114
Total non-current liabilities	334	173	67	77	114
Current borrowings	229	-	-	-	-
Trade payables	595	565	538	303	668
Other current liabilities	807	1,180	1,201	1,757	1,788
Total current liabilities	1,631	1,745	1,739	2,060	2,457
Total liabilities	1,965	1,918	1,806	2,136	2,571
Total equity and liabilities	5,363	7,134	8,621	10,588	11,810

The company continues to remain debt free with robust Liquidity

Shareholder Information



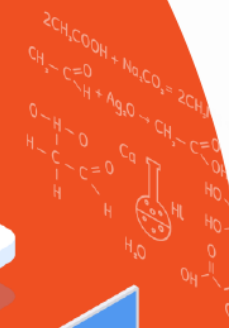
Shareholding as on 30th September 2024



Share Information as on 30th September 2024

NSE Ticker	BLUEJET
BSE Ticker	544009
Market Cap (INR Cr)	8.808
% free-float	14%
Free-float market cap (INR Cr)	1,233
Cash & Cash Equivalents + Treasury Investment (INR Mn)	3,233
Shares Outstanding	17,34,65,425
3M ADTV (Shares)*	3,45,090
3M ADTV (INR Cr)*	16.48
Industry	Pharmaceuticals

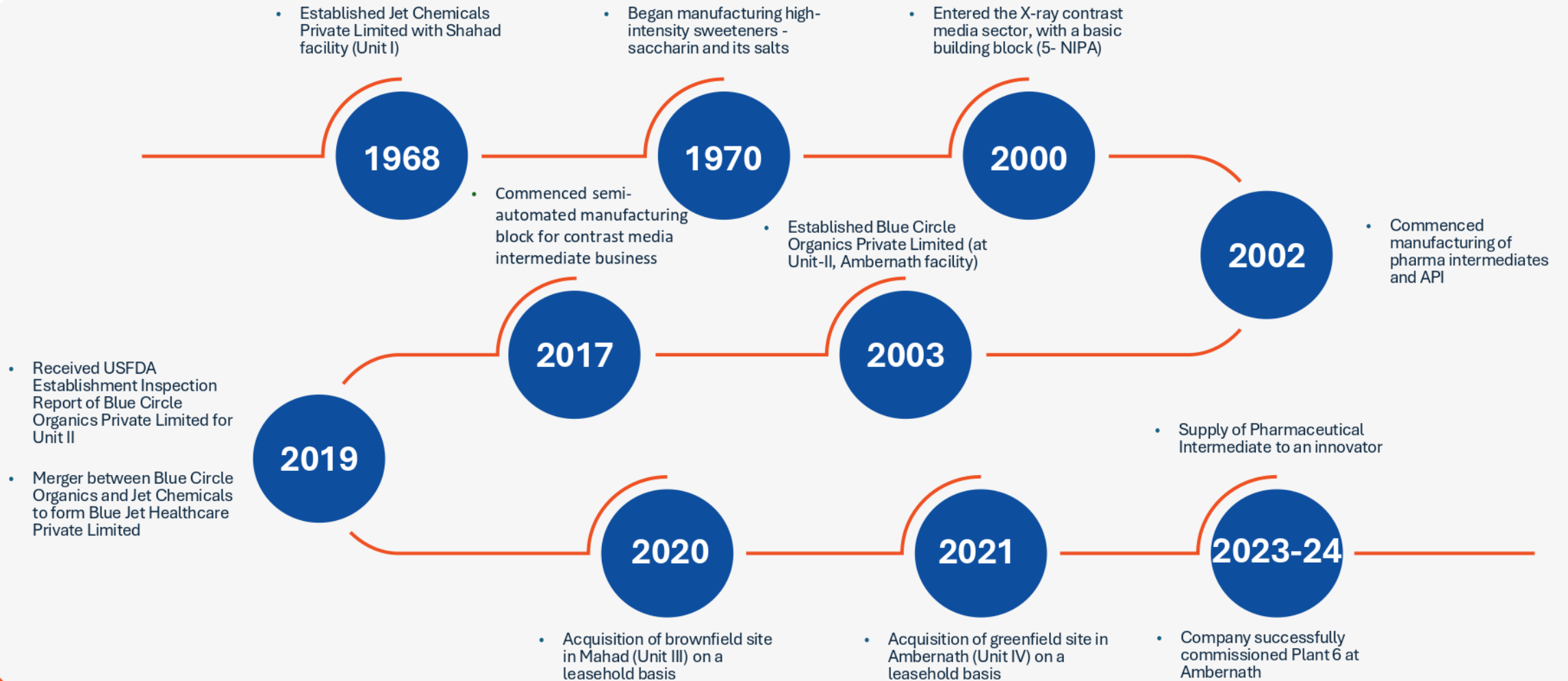
*Source: NSE & BSE
ADTV (Shares): Average Daily Traded Volume
ADTV (INR Cr): Average Daily Traded Value



2

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



Key metrics

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Commercialized product portfolio (FY24)

1,020.90 KL

reaction capacity across 3 facilities (FY24)

INR 7,115.99 mn

Revenue (FY24) (12.6% FY21-24 CAGR)

INR 2,292.30 mn

EBITDA (FY24) (32.2% margin)

26.01%
ROCE (FY23)

21.45%
ROE (FY24)

5.13x
Fixed Asset Turnover (FY24)

INR 3,351.94 mn
Cash and Cash Equivalents + Treasury Investments (as of March 2024)

Business Overview



Three product categories: Contrast Media Intermediates, High Intensity Sweeteners, and Pharma Intermediates & Active Pharmaceutical Ingredients ("API")



Specialised chemistry capabilities; with dedicated R&D laboratories



Long-standing relationships and multi-year contracts with multi-national customers



Manufacturing facilities with regulatory accreditations

Overview of our Product Categories



Overview

End uses

of commercialized products (FY24)

Revenue contribution (FY24)

Client relationships

Contrast Media Intermediates

- Contrast media are agents used in medical imaging to enhance the visibility of body tissues
- Company supplies critical starting intermediate and several advanced intermediates



X-ray & CT Scan



MRI Scan

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- Top 4 players accounts for ~75% global market share¹
- 4–25 years of relationship with the 3 of the largest manufacturers .

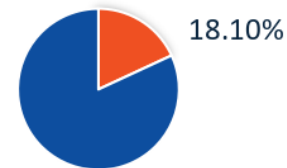
High Intensity Sweeteners

- High-intensity sweetener business involves development, manufacture and marketing of saccharin and its salts

- Table-top sweeteners, oral care products, beverages (primarily soft-drinks), confectionary products, pharmaceutical products, food supplements, and animal feeds



4



- Offers high-intensity sweeteners to over 300 customers globally
- Marquee customers – in FMCG and Agro chemical Space

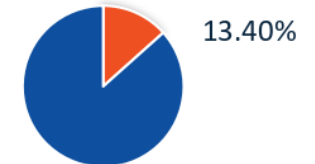
Pharma Intermediates & APIs

- Collaboration with innovator pharmaceutical companies and multi-national generic companies
- Provides intermediates that serve as pharmaceutical building blocks for APIs in chronic therapeutic areas

- Chronic therapeutic areas such as cardiovascular system (“CVS”), central nervous system (“CNS”), oncology etc



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- Markets predominantly in regulated markets
- Over 56 customers globally of which 40 in India

Note: ¹ In each of MAT June 2019, 2020, 2021, 2022 and 2023

Source: Company information, IQVIA report dated October 9, 2023 (“Industry Report”)



3

Contrast Media Intermediates

Overview of Contrast Media and its growth drivers



What is contrast media?

- 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:** Iodine-based contrast media agents
- **Magnetic Resonance Imaging (MRI) contrast agents:** Gadolinium-based agents
- **Ultrasound (USG) agents:** Stabilized microbubble-based contrast media agents

Growth drivers for contrast media

Growing population and changing demographics

(65 yrs.+) estimated to increase from 6.9% of the total world population in 2000 to 10.4% by 2025¹

Growing prevalence of lifestyle diseases

Such as diabetes, physical inactivity, obesity, etc.

Increased convenience

Through online booking and reporting

Rising healthcare expenditure

Global health expenditure grew at 3.9% CAGR from 2000–17

Focus on early diagnostics

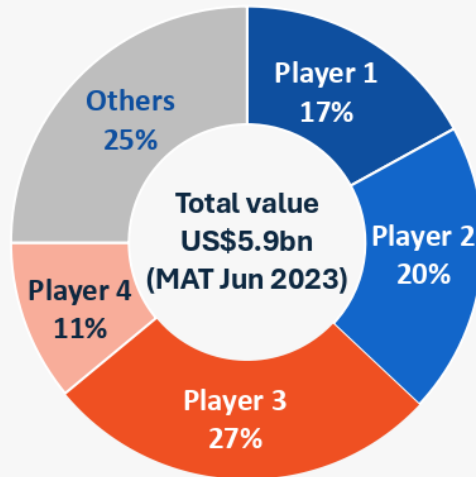
Driven by advancement in diagnostic technologies and growing public awareness

Increasing demand for preventive healthcare

Driven by increased awareness and rising curative costs



The global Contrast Media industry is highly concentrated



Top 4 accounts for ~75% share in 2024



Highly concentrated and dominated by multi-national corporations



Collectively hold ~75% of the global sales of contrast media formulations¹



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

High entry barriers for key intermediates' vendors



Characteristics of the Contrast Media market



Strict internal standards for product impurity / features profile



Stickiness of relationship

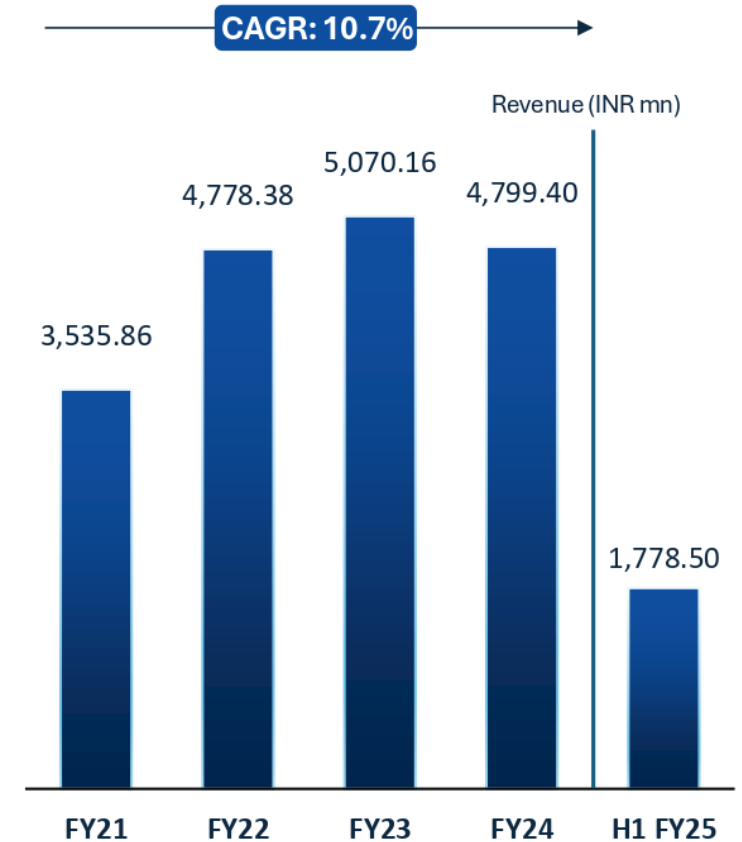


Long-term supply contracts

Blue Jet's positioning

- ✓ More than **two decades of experience**
 - ✓ **75%+ of exports** of a selected contrast media intermediate (**5-Amino-N,N'-bis (2,3-dihydroxypropyl) isophthalamide**) from India¹
 - ✓ Strategically **focused on complex chemistry** categories
-
- ✓ Regularly supplying **key starting intermediate** as the building block
 - ✓ Several **functionally critical advanced intermediates**
 - ✓ **4 to 25 years** with 3 of the largest contrast media manufacturers in the world, directly
-
- ✓ **Medium to long term supply contracts** with customers
 - ✓ **70% of total sales** backed by **contracted sales volumes**²
 - ✓ **Products qualified, approved and validated**

Contrast Media Intermediate product category performance



Continue to forward integrate into more advanced intermediates for Contrast Media



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



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)

Key benefits

Capture **larger wallet share** with existing customers



Higher realization and profitability per unit



Potential of **moving up the value chain**





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High Intensity Sweeteners

Blue Jet's positioning in High Intensity Sweetener



Blue Jet's positioning

Products



- Adherence to **strict internal standards** to ensure **consistency in quality, performance, taste, and impurity profile**
- **Multiple products** and **applications** enabling to cater a **diverse customer base**

Compliance, GMP, supply chain reliability



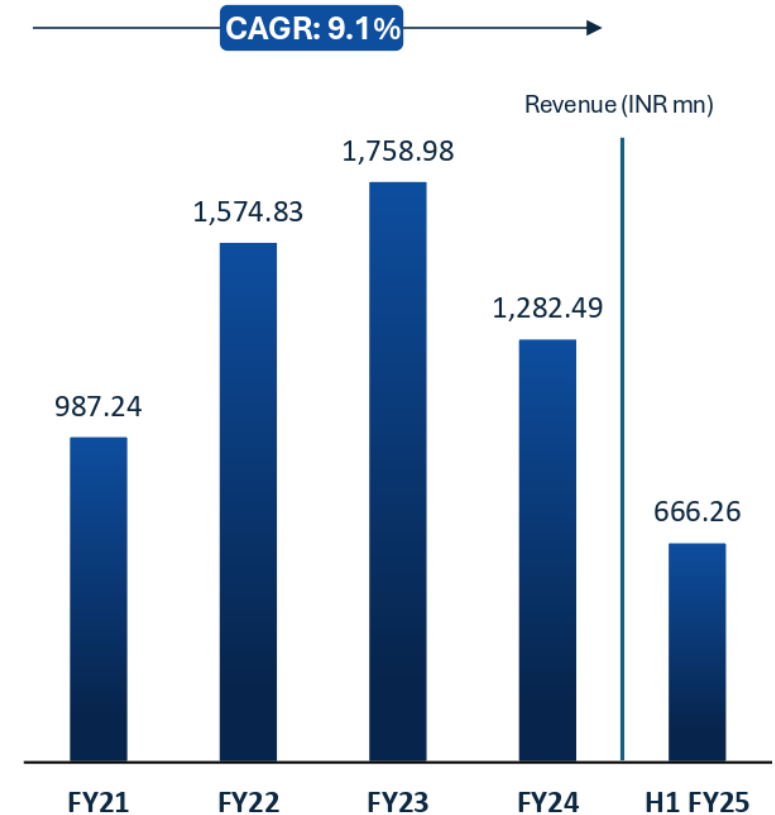
- **Have received US-FDA inspection report**
- **Semi-automated manufacturing facility**
- **Strong product development and process optimization capabilities**

Customers



- Offers high-intensity sweeteners to over **300 customers globally**
- Focus on **marquee customers** across various sub-sectors
- **Table-top sweeteners, oral care products, beverages (primarily soft-drinks), confectionary products, pharmaceutical products, food supplements, and animal feeds**

High Intensity Sweeteners product category performance



Sources: Company information



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 prefer 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



Salient features

- Commenced manufacturing pharma intermediates two decades ago, leveraging the customer relationships through high-intensity sweetener business
- Key focus areas include high-value pharma intermediates and APIs
 - In chronic therapeutic areas
 - Import substitution market
- Benefit from collaboration with innovator companies because typical technology transfer reduces the development risk



Client profile

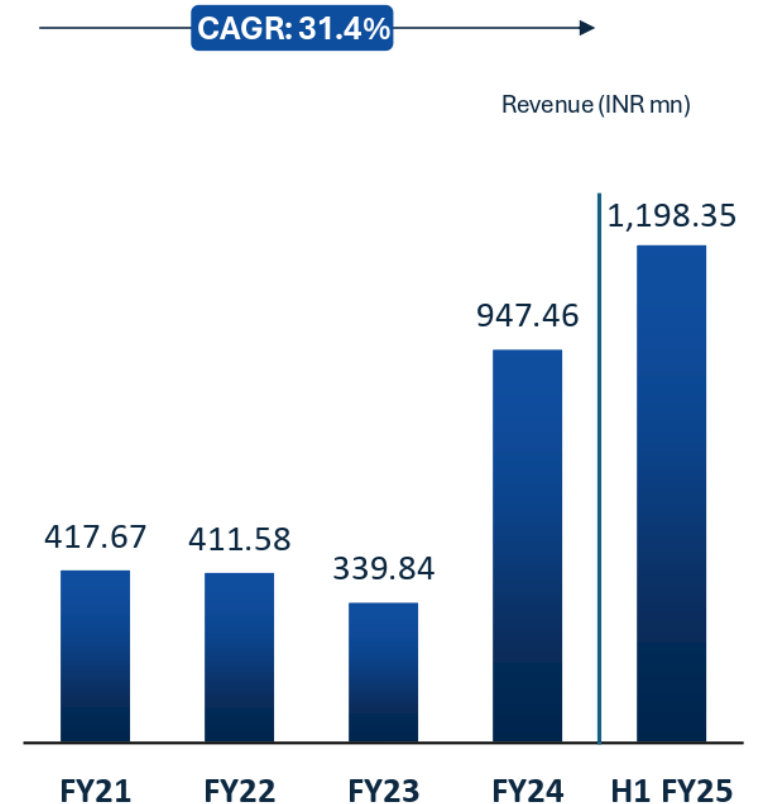
- Innovator pharmaceutical companies and multi-national generic pharmaceutical
- Over 40 customers in India, and 16 globally across Europe, North America, South America, and Asia



Therapeutic areas

- Cardiovascular system ("CVS")
- Oncology
- Central nervous system ("CNS")

Pharma Intermediate and APIs product category performance



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

Blue Jet's positioning



Leverage long-standing relationships with innovator companies



Process research, analytical research and chemistry capabilities



Continuous focus on product quality



6

R&D Capabilities

Our R&D framework



R&D capabilities across

Process research

Portfolio
evaluation

Process
development

Process scale-up
and validation

Regulatory filings
and approvals

Analytical research

Literature search

Method
development and
optimization

Characterization of
impurities and
standards

Method validation

Non-carry over
studies

Stability/hold-time
studies

Chemistry research

Polymorphism
screening and
optimization

Pharmaceutical salt
screening and
optimization

Cryogenic reactions

High pressure
reactions

High temperature
reactions

Asymmetric
hydrogenation

Enzymatic
transformations

Particle size
distribution studies

Innovative and complex processes

Catalytic
hydrogenation

Iodination

Bromination

Chlorination

Diazotization

Esterification

Hoffman
re-arrangement



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

Invested in windmills with installed capacity of 3.3MW



Created carbon sinks through tree plantations



Focus on enhancing energy efficiency



Effluent treatment plants with modern standards of flocculation, clarification and aeration



Minimizing solvents and using recycled solvents and water

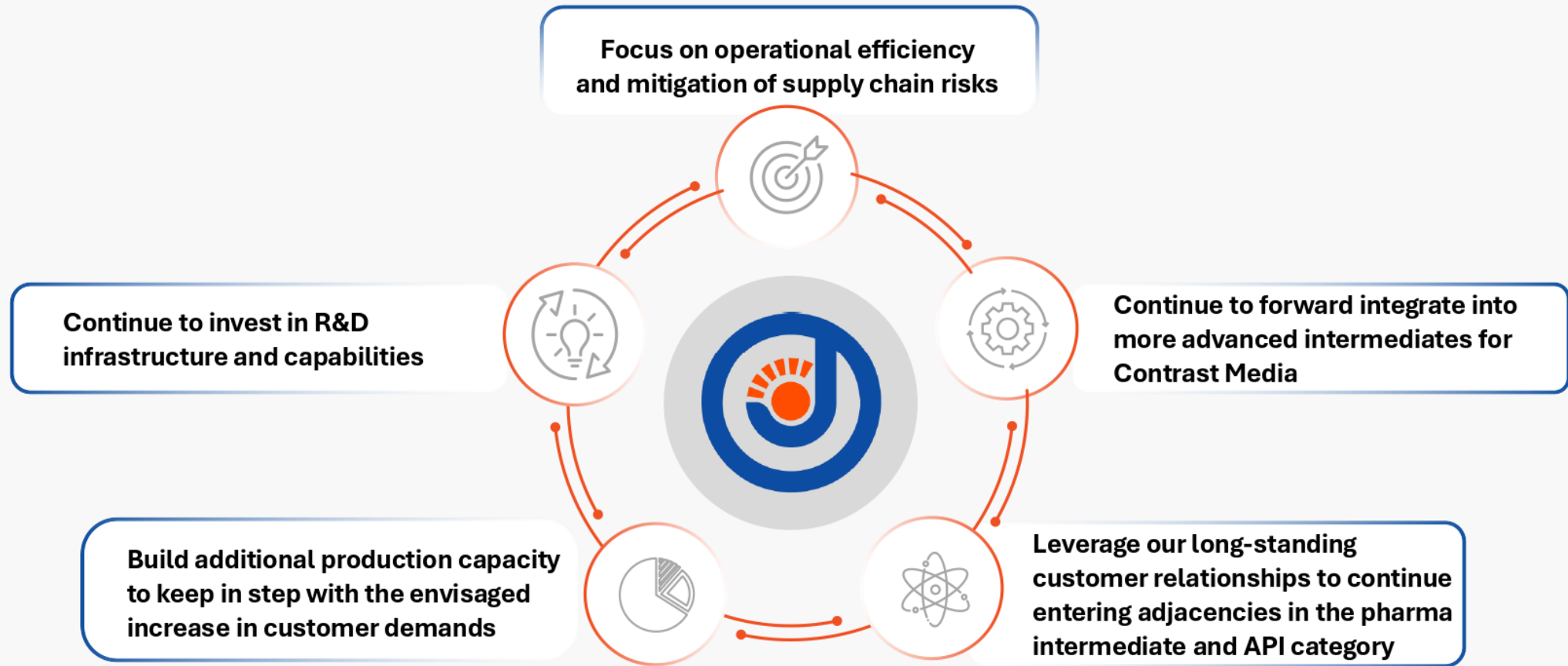




7

Growth Strategy

Our strategies





8

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
Karuppunnan**
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)



Sweta Poddar
**Company Secretary and
Compliance Officer**

- Has experience of over a decade as a company secretary
- Associated with Chinar Chemicals Private Ltd. and Aarey Drugs and Pharmaceuticals Ltd.
- Holds a bachelors' degree in commerce from the University of Calcutta

Independent board of directors



**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 Technologies Ltd, JCB India Ltd



**Divya Sameer
Momaya**
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 Financial Services Ltd, Motial Oswal Home Finance Ltd



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Investment Rationale

Investment Rationale



Thank you!

BLUE JET HEALTHCARE LIMITED



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ISIN: INE0KBH01020

Website: www.bluejethealthcare.com

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