

February 14, 2025

National Stock Exchange of India Limited Exchange Plaza, 5 th Floor, Bandra Kurla Complex, Bandra (E), Mumbai - 400051 Symbol: JUBLCP	BSE Limited Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai - 400001 Scrip Code: 544355
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Dear Sir/Madam,

Sub: Investor Presentation on the Unaudited Standalone and Consolidated Financial Results of the Company for quarter and nine months ended December 31, 2024.

Please find enclosed the Investor Presentation on the Unaudited Standalone and consolidated Financial Results of the Company for quarter and nine months ended December 31, 2024.

The aforesaid presentation is also being made available on the website of the Company at www.jacpl.co.in

This is for your information and records.

Thanking you,
For and on behalf of
Jubilant Agri and Consumer Products Limited

Hariom Pandey
Company Secretary

Encl.: a/a





JUBILANT
AGRI & CONSUMER PRODUCTS



EARNINGS PRESENTATION

Q3-FY25

The Board of Directors of the Company in its meeting held on August 12, 2022 have approved Composite Scheme of Arrangement (Scheme). The appointed date is July 1, 2022.

Following the implementation of the Scheme, Jubilant Agri and Consumer Products Limited (JACPL), previously a wholly owned subsidiary of JIL, is now the resultant entity. The financial results of JACPL have been prepared and reviewed in accordance with the provisions of the Scheme as approved by the Board. Any adjustments arising due to the amalgamation have been incorporated in compliance with applicable regulatory requirements and Indian Accounting Standards.

The National Company Law Tribunal, Allahabad Bench (NCLT) vide its order dated 07 August, 2024 sanctioned the Composite Scheme of Arrangement, certified copy of the same received on 03 September, 2024. The Scheme became effective on 03 October, 2024 upon filing of the certified copies of the NCLT order sanctioning the Scheme with the respective jurisdictional Registrar of Companies (Kanpur). Pursuant to the Scheme becoming effective, all the assets and liabilities of JIL transferred to and vested in the Company (Jubilant Agri and Consumer Products Limited/ "JACPL") with effect from the Appointed Date.

The equity shares of the Company were listed on National Stock Exchange of India Limited (NSE) and BSE Limited (BSE) on February 14, 2025 in accordance with the Scheme.

SNAPSHOT



OVERVIEW

- Jubilant Bhartia group company
- Wide Product Range – B2C & B2B
- Experience and capabilities built over 2 decades
- Focus to grow Consumer Business



OPERATIONS

- 8 manufacturing facilities across India
- Pan India Distribution Network
- Marquee Client profile
- Strong inhouse R&D with high focus on innovation



FINANCIALS

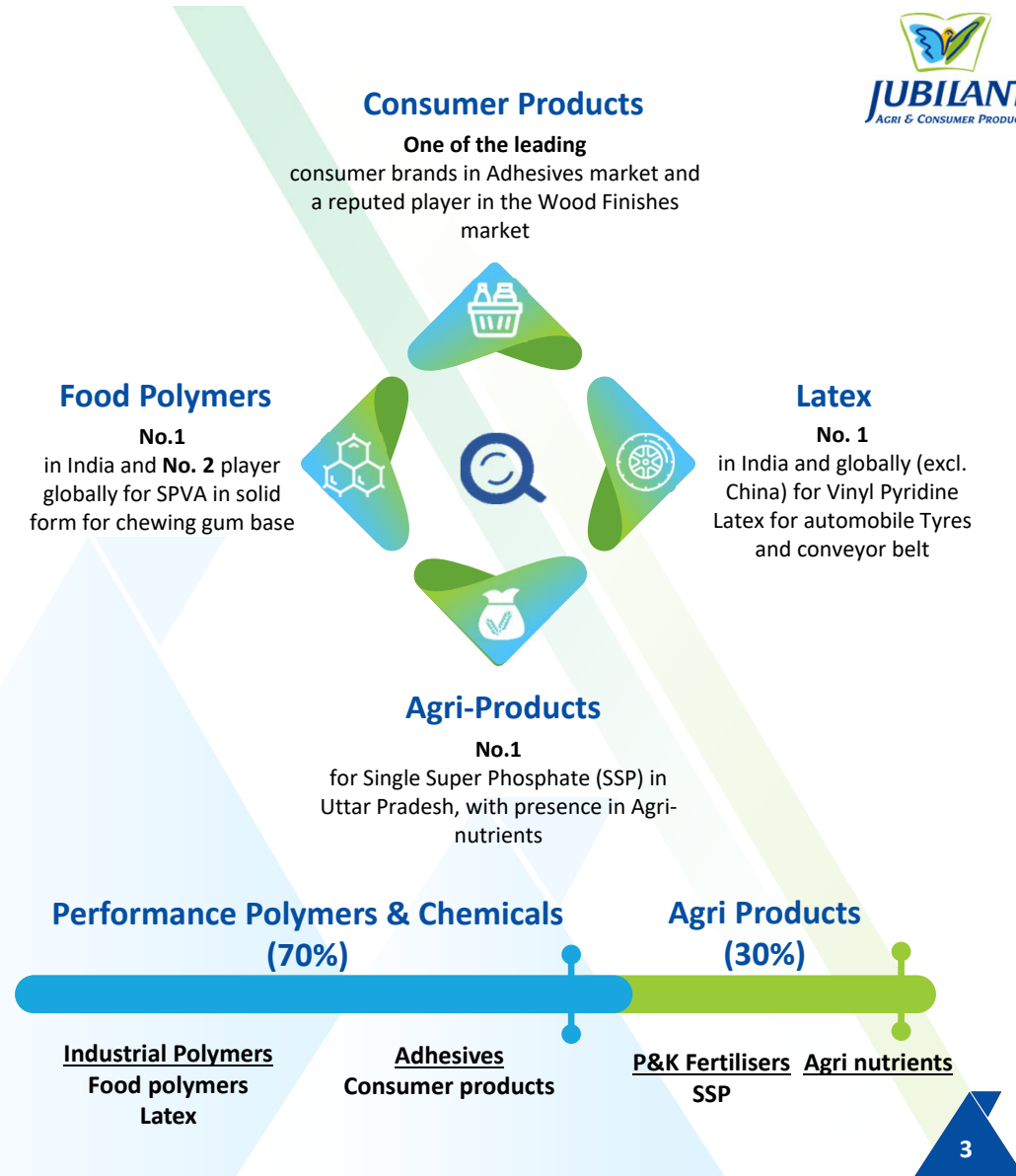
5-year CAGR

- Revenues: 18%
- EBITDA: 24%

FY24

- ROCE - 25%
- D/E: 0.55

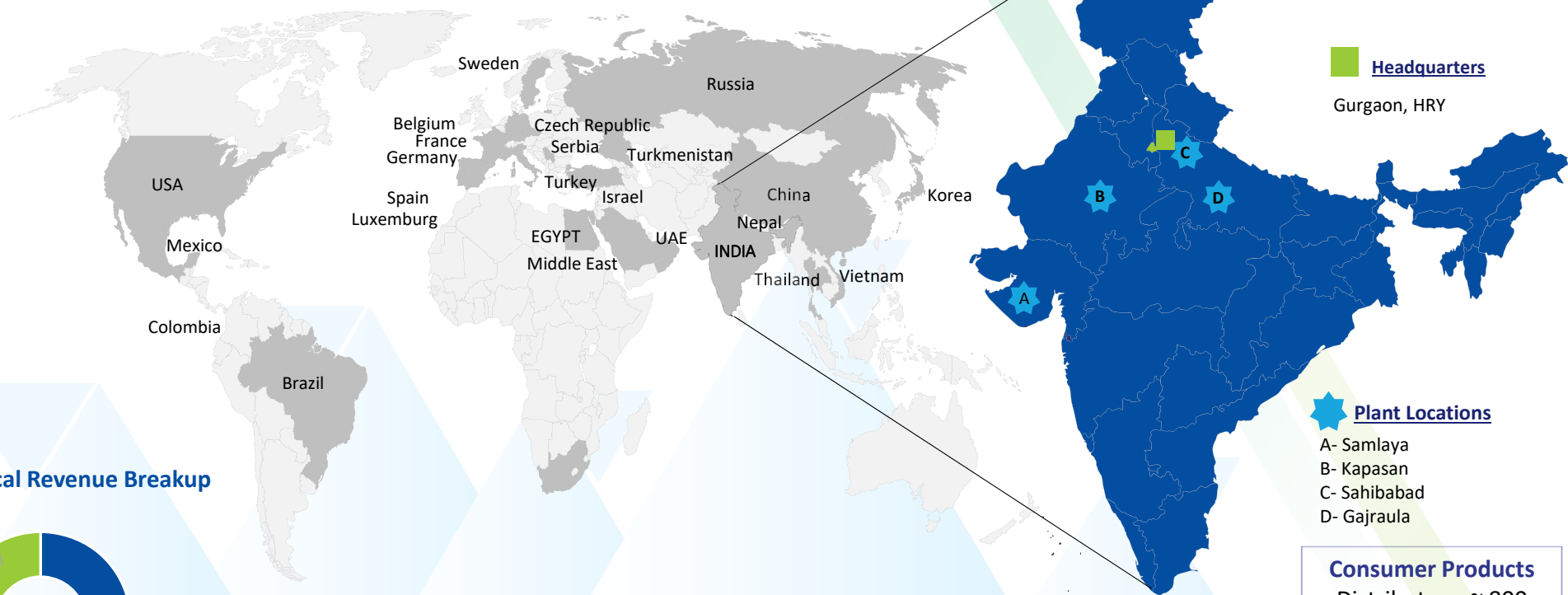
ROCE: calculate excluding exception items



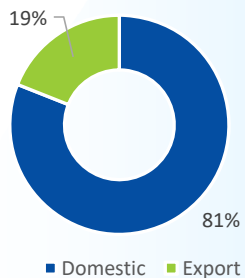
GEOGRAPHICAL PRESENCE



Strong diversified pan India presence along with exports in key markets



Geographical Revenue Breakup



- Plant Locations**
- A- Samlaya
- B- Kapasana
- C- Sahibabad
- D- Gajraula

Consumer Products
Distributors: ~ 800
Retailers: ~ 20,000

MANUFACTURING PLANTS



Gajraula, Uttar Pradesh

SSP, SPVA, Adhesive and Wood Finishes



Sahibabad, Uttar Pradesh

Adhesives



Samlya, Vadodara, Gujarat

Latex

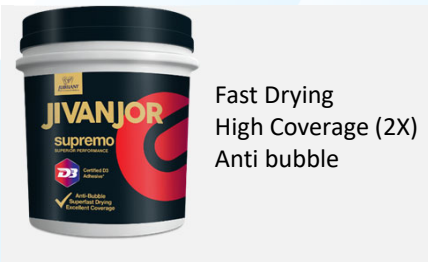
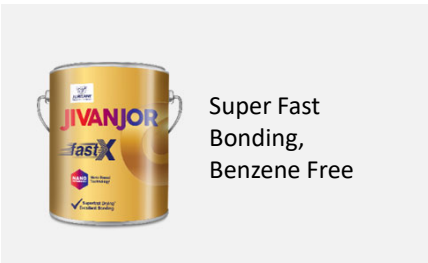


Kapasan, Chittorgarh, Rajasthan

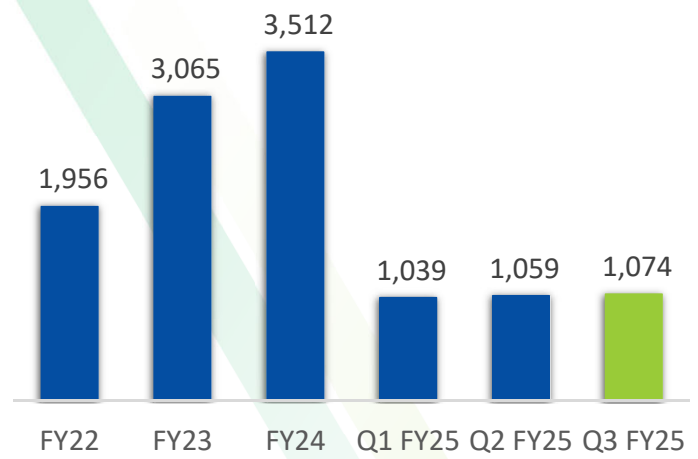
SSP

TOTAL CAPACITY
Polymers: 55,000 MTPA
Single Super Phosphate: 400,000 MTPA

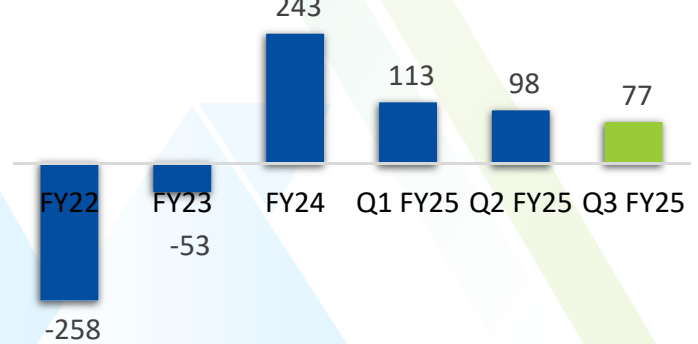
ADHESIVES



REVENUE (INR MN)



EBIT (INR MN)



* EBIT as per Segment

ADHESIVES Q3-FY25 OPERATIONAL HIGHLIGHTS

Key Highlights

- High inflation and muted consumer sentiment impacted discretionary spent leading to suboptimal overall volume growth. Further festive demand was also lower than expected due to shorter Diwali season.
- Delivered high double-digit growth despite high impact of inflation on account of wider distribution and expansion of the contractor loyalty program
- Continued to amplify our brand through various digital and social media platforms, Increased A&P Spends sequentially for better brand visibility leading to better demand generation.
- EBITDA Margins continued to expand vs last year on account of moderated input costs and an improved product mix.

Outlook

- Optimistic about improving market demand backed by improving consumer sentiments fueled by favourable union budget announcements and good monsoon.
- Business prospects looks better due to higher disposable income, government's spend on Infrastructure and housing. Tax benefits from recent budget announcements may also improve investment in housing segment.
- Local Currency depreciation may be a risk impacting input cost and geopolitical situation may be a cause of concern

ADHESIVES: Marketing Activities

Brand visibility



Market campaign



Dealer Meet



ADHESIVES: Q2/H1-FY25 FINANCIAL HIGHLIGHTS

ADHESIVES (INR MN)

Q2 FY25

Q2 FY24

GROWTH

NET SALES

1,059

878

20.6%

EBIT *

98

52

90.0%

ADHESIVES (INR MN)

H1 FY25

H1 FY24

GROWTH

NET SALES

2,133

1,744

22.3%

EBIT *

212

105

101.6%

* EBIT as per Segment

ADHESIVES: Q3/9M-FY25 FINANCIAL HIGHLIGHTS

ADHESIVES (INR MN)

Q3 FY25

Q3 FY24

GROWTH

NET SALES

1,074

841

27.7%

EBIT *

77

52

47.9%

ADHESIVES (INR MN)

9M FY25

9M FY24

GROWTH

NET SALES

3,172

2,585

22.7%

EBIT *

288

157

83.9%

* EBIT as per Segment

ADHESIVES: WAY FORWARD

1. Gain market share led by market and territory expansion, better distributor engagement and innovative contractors rewarding programs.
2. Improve sales force tracking leading to higher productivity and better market coverage.
3. Amplifying our brand through various social and digital platforms
4. Continue upgradation of the logistic support for better customer experience through improved warehouse management and TMS.
5. Scaling up credit programs for dealers/ distributors.
6. Bring in overall operating efficiency through upgradation to new ERP system (SAP).

PERFORMANCE POLYMERS & CHEMICALS

Performance polymer & chemicals business vertical product portfolio includes Consumer products, Food Polymers and Latex.

Consumer Products

Adhesives
Wood Finishes

Latex

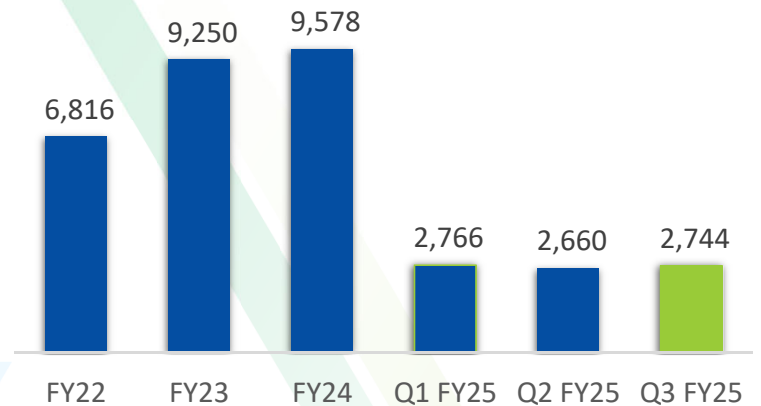
VP Latex
SBR Latex
NBR Latex



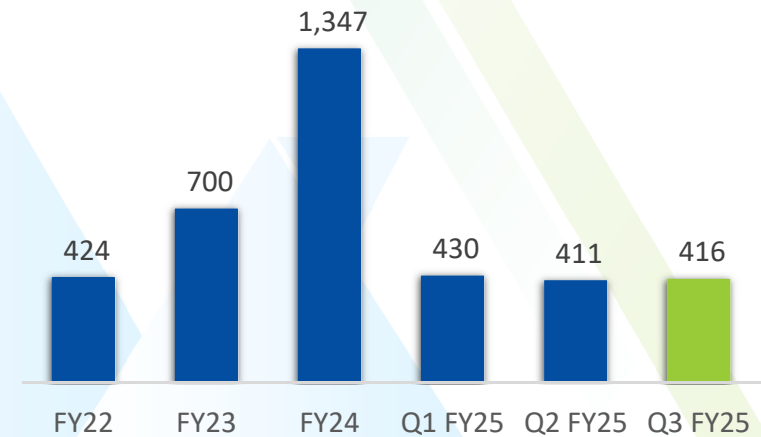
Food Polymers

Solid Poly Vinyl Acetate (SPVA)

REVENUE (INR MN)



EBIT (INR MN)



* EBIT as per Segment

PERFORMANCE POLYMERS & CHEMICALS: Q2/H1-FY25 FINANCIAL HIGHLIGHTS

PERFORMANCE POLYMERS & CHEMICALS (INR MN)	NET SALES	EBIT *
Q2 FY25	2,660	411
Q2 FY24	2,291	309
GROWTH	16.1%	33.2%
PERFORMANCE POLYMERS & CHEMICALS (INR MN)	NET SALES	EBIT *
H1 FY25	5,426	841
H1 FY24	4,754	673
GROWTH	14.1%	24.9%

*Including Adhesives * EBIT as per Segment*

PERFORMANCE POLYMERS & CHEMICALS: Q3/9M-FY25 FINANCIAL HIGHLIGHTS

PERFORMANCE POLYMERS & CHEMICALS (INR MN)	NET SALES	EBIT *
Q3 FY25	2,744	416
Q3 FY24	2,422	356
GROWTH	13.3%	16.8%
PERFORMANCE POLYMERS & CHEMICALS (INR MN)	NET SALES	EBIT *
9M FY25	8,170	1,257
9M FY24	7,177	1,030
GROWTH	13.8%	22.1%

*Including Adhesives * EBIT as per Segment*

PERFORMANCE POLYMERS & CHEMICALS Q3-FY25 OPERATIONAL HIGHLIGHTS

- Replacement Tyre and Tyre cord fabrics industry growth muted leading to lower than expected volume growth in industrial polymers
- Industrial polymer margin contracted due to higher input cost and higher export freights due to red sea issue and product mix
- Company expanded its product offering by introduction of Construction latex, company expect to gain market share led by better product quality
- Food polymer business performed better on the back of global demand and better customer mix
- Chemical business recorded higher double digit growth in terms of value due to higher demand and input costs

AGRI PRODUCTS

Agri business offers a range of products in Crop Nutrition, Crop Growth Regulator and Crop Protection.

No.1 for Single Super Phosphate (SSP) in Uttar Pradesh.



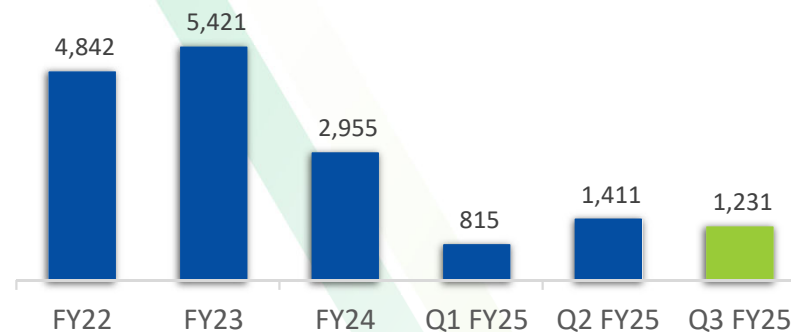
Products sold under the umbrella brand 'Ramlaan'.

Entered 8 new states in last 2 years

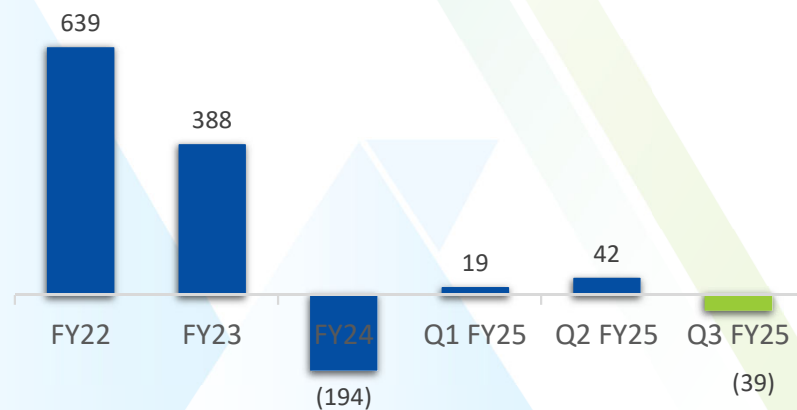
2 Manufacturing locations

AGRI PRODUCTS INCLUDES AGRI NUTRIENTS

REVENUE (INR MN)



EBIT (INR MN)



* EBIT as per Segment

AGRI PRODUCTS: Q2/H1-FY25 FINANCIAL HIGHLIGHTS

AGRI PRODUCTS (INR MN)	NET SALES	EBIT *
Q2 FY25	1,411	42
Q2 FY24	826	(38)
GROWTH	70.8%	

AGRI PRODUCTS (INR MN)	NET SALES	EBIT *
H1 FY25	2,226	61
H1 FY24	1,850	(28)
GROWTH	20.3%	

* EBIT as per Segment

AGRI PRODUCTS: Q3/9M-FY25 FINANCIAL HIGHLIGHTS

AGRI PRODUCTS (INR MN)	NET SALES	EBIT *
Q3 FY25	1,231	(39)
Q3 FY24	503	(64)
GROWTH	144.7%	

AGRI PRODUCTS (INR MN)	NET SALES	EBIT *
9M FY25	3,457	22
9M FY24	2,352	(91)
GROWTH	46.9%	

* EBIT as per Segment

AGRI PRODUCTS Q3-FY25 OPERATIONAL HIGHLIGHTS

- Higher double digit growth in Q3 Revenue due to good monsoon and shortage of other phosphatic fertilizers
- Increased product penetration in new territory through dealer expansion and field promotional activities.
- Launched fortified value added product in SSP to improve product portfolio and margin. The Super Ultra gold (Value added SSP) helped to improve overall margin in SSP.
- Agri Nutrients business continued to grow. New product launches particularly “Jubistar” a Bio-Stimulant has shown significant demand traction from the market.

Q3-FY25 FINANCIAL OVERVIEW



CONSOLIDATED: Q2/H1-FY25 FINANCIAL HIGHLIGHTS

CONSOLIDATED (INR MN)	NET SALES	EBITDA *	PBT **	PAT***
Q2 FY25	4,071	415	338	250
Q2 FY24	3,117	230	149	118
GROWTH	30.6%	80.1%	127.2%	111.2%

CONSOLIDATED (INR MN)	NET SALES	EBITDA *	PBT **	PAT***
H1 FY25	7,652	837	689	509
H1 FY24	6,604	585	419	295
GROWTH	15.9%	43.1%	64.7%	72.7%

*EBITDA is before non-operating income & Exceptional items

**PBT before exceptional items

***PAT from Continuing Business

CONSOLIDATED: Q3/9M-FY25 FINANCIAL HIGHLIGHTS

CONSOLIDATED (INR MN)	NET SALES	EBITDA *	PBT **	PAT***
Q3 FY25	3,975	347	277	213
Q3 FY24	2,925	267	186	(208)
GROWTH	35.9%	30.7%	49.4%	
CONSOLIDATED (INR MN)	NET SALES	EBITDA *	PBT **	PAT***
9M FY25	11,627	1,186	967	723
9M FY24	9,529	852	604	87
GROWTH	22.0%	39.3%	60.0%	732.3%

*EBITDA is before non-operating income & Exceptional items

**PBT before exceptional items

***PAT from Continuing Business

QUARTERLY FINANCIAL PERFORMANCE



PARTICULARS (INR MN)	Q3-FY25	Q3-FY24	Y-o-Y	Q2-FY25	Q-o-Q
Revenue from Operations	3,975	2,925	35.9%	4,071	-2.4%
Total Expenses	3,628	2,658	36.3%	3,656	-0.8%
EBITDA	347	267	31.4%	415	-15.6%
EBITDA Margins (%)	8.8%	9.1%		10.2%	
Depreciation and amortisation expenses	39	38	3.9%	40	-1%
Finance costs	29	45	-34.3%	42	-30%
Other Income	(2)	2	-288.3%	5	-181%
Exceptional Item	-	466		-	
PBT	277	(280)		338	-18%
Tax	64	(72)		88	-27%
PAT from Continuing Business	213	(208)		250	-15%
PAT from Discontinued Operation	-	(1)		(3)	-100%
PAT	213	(209)		247	-14%
PAT Margins (%)	5.4%			6.1%	-12%
Other Comprehensive Income	2	-		-	
Total Comprehensive Income	215	(209)		247	
Diluted EPS (INR)	13.9	(13.7)		16.2	-14%

ANNUAL FINANCIAL PERFORMANCE

PARTICULARS (INR MN)	9M FY24	9M FY25	Y-o-Y
Revenue from Operations	9,529	11,627	22%
Total Expenses	8,677	10,441	20%
EBITDA	852	1,186	39%
EBITDA Margins (%)	8.9%	10.2%	
Depreciation and amortisation expenses	113	118	5%
Finance costs	147	113	-23%
Other Income	12	12	-18%
Exceptional Item	466	-	
PBT	138	967	600%
Tax	51	244	376%
PAT from Continuing Business	87	723	732%
PAT from Discontinued Operation	(9)	(6)	-37%
PAT	78	717	818%
PAT Margins (%)	0.8%	6.2%	
Other Comprehensive Income	2.0	2	
Total Comprehensive Income	80	719	804%
Diluted EPS (INR)	5.7	47.1	725%

SEGMENT RESULTS

Sr. No.	Particulars	Quarter			H1		
		Q2 FY24	Q2 FY25	Growth %	H1 FY24	H1 FY25	Growth %
1	Segment Sales *						
	A) Performance Polymers & Chemicals	2,291	2,660	16%	4,754	5,426	14%
	B) P&K Fertilizers	779	1,353	74%	1,765	2,130	21%
	C) Agri Nutrients	47	58	22%	85	96	13%
	Revenue from Operations	3117	4071	31%	6604	7652	16%
2	Segment Results						
	A) Performance Polymers & Chemicals	308	411	33%	674	841	25%
	B) P&K Fertilizers	(46)	22		(44)	31	
	C) Agri Nutrients	8	20	158%	16	30	88%
	Total Segment Results	270	453	68%	646	902	40%
	Less : i) Finance Costs	48	42	-12%	102	83	-18%
	ii) Other unallocable expenditure net of unallocable income	77	76	-2%	132	135	2%
	Profit/(Loss) before exceptional items and tax	145	335	131%	412	684	66%
	i) Exceptional items	-	-	-	-	-	-
	Total Profit/(Loss) before tax	145	335	131%	412	684	66%

* Segment Sales: Net of Inter segment revenue

SEGMENT RESULTS

Sr. No.	Particulars	Quarter			9M		
		Q3 FY24	Q3 FY25	Growth %	9M FY24	9M FY25	Growth %
1	Segment Sales *						
	A) Performance Polymers & Chemicals	2,422	2,744	13%	7,177	8,170	14%
	B) P&K Fertilizers	478	1,197	150%	2,243	3,327	48%
	C) Agri Nutrients	25	34	37%	109	130	19%
	Revenue from Operations	2925	3975	36%	9529	11627	22%
2	Segment Results						
	A) Performance Polymers & Chemicals	357	416	17%	1030	1257	22%
	B) P&K Fertilizers	(68)	(57)		(111)	(26)	
	C) Agri Nutrients	4	19	368%	20	49	143%
	Total Segment Results	293	378	29%	939	1280	36%
	Less : i) Finance Costs	45	29	-34%	147	113	-23%
	ii) Other unallocable expenditure net of unallocable income	190	71	-63%	322	206	-36%
	Profit/(Loss) before exceptional items and tax	58	277	378%	470	961	105%
	i) Exceptional items	341	-		341	-	
	Total Profit/(Loss) before tax	(282)	277		129	961	645%

* Segment Sales: Net of Inter segment revenue

HISTORICAL FINANCIAL OVERVIEW



HISTORICAL INCOME STATEMENT

PARTICULARS (INR MN)	FY22	FY23	FY24
Revenue from Operations	11,658	14,671	12,533
Total Expenses	10,661	13,659	11,461
EBITDA	997	1,012	1,072
EBITDA Margins (%)	8.6%	6.9%	8.6%
Depreciation and amortisation expenses	(127)	(142)	(150)
Finance costs	(146)	(194)	(196)
Other Income	10	29	14
Exceptional Item	-	-	(335)
PBT	734	705	405
Tax	(188)	(221)	(98)
PAT from Continuing Business	546	484	307
PAT from Discontinued Operation	(10)	103	(10)
PAT	536	587	297
PAT Margins (%)	4.6%	4.0%	2.4%
Other Comprehensive Income	3	(2)	(3)
Total Comprehensive Income	539	585	294
Diluted EPS (INR)	35.25	40.86	18.44

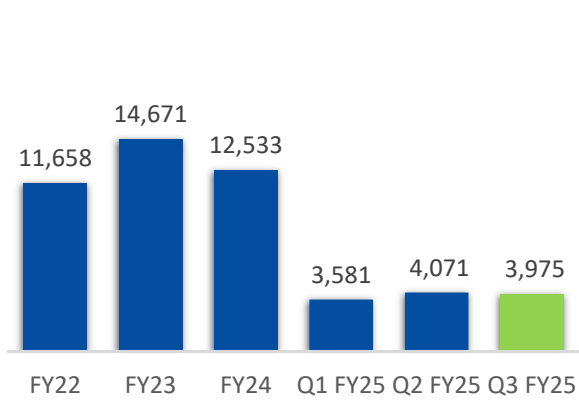
HISTORICAL BALANCE SHEET

PARTICULARS (INR MN)	FY22	FY23	FY24
Equity			
Share Capital	150	151	151
Other Equity	1,247	1,877	2,202
Liabilities			
Non-current Liabilities			
Long term provision	128	127	120
Other Financial liabilities	55	67	79
Lease Liabilities	34	194	171
Borrowings	550	236	120
Current Liabilities			
Borrowings	909	1,461	1,315
Financial liabilities			
(i) Trade Payables	2,744	1,746	1,892
(ii) Other Financial liabilities	574	628	894
(iii) Lease Liabilities	20	27	14
Other Current liabilities	351	207	411
Provisions	71	57	74
Curent Tax Liabilities (net)	4	9	6
Total Liabilities	5,440	4,759	5,096
Equity And Liabilities	6,837	6,787	7,449

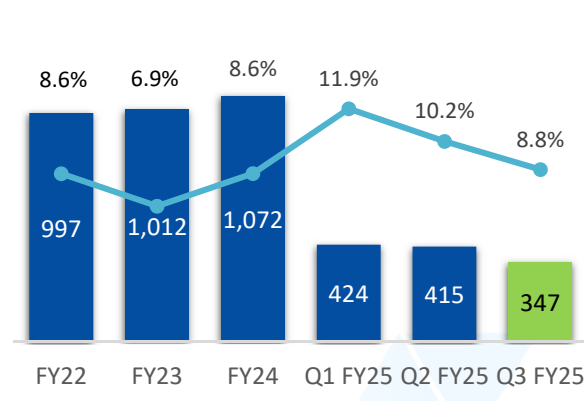
PARTICULARS (INR MN)	FY22	FY23	FY24
Non-current Assets			
Property, plant & equipment	1,516	1,685	1,707
Other Intangible Assets	14	13	8
Capital Work-in-progress	4	48	46
Financial assets			
(i) Loans & Advances	1	1	1
(ii) Other financial assets	10	14	14
Deferred Tax Asset	339	119	25
Other non-current assets	26	32	26
Current Assets			
Inventories	2,327	1,874	2,351
Financial assets			
(i) Investment	-	-	1
(ii) Trade Receivable	1,976	2,570	2,461
(iii) Cash and cash equivalents	64	53	152
(iv) Other bank balances	1	2	2
(v) Loans	1	1	1
(vi) Other financial assets	7	16	6
Current tax assets (net)	5	3	52
Other current assets	532	356	596
Asset Held For Sale	14		
Grand Total – Assets	6,837	6,787	7,449

KEY PERFORMANCE INDICATORS

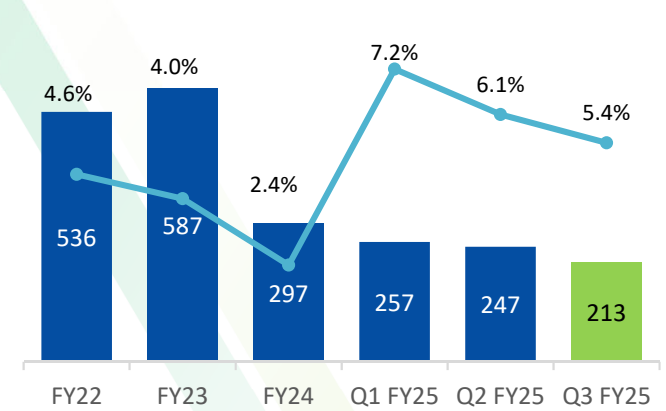
OPERATIONAL REVENUE (INR MN)



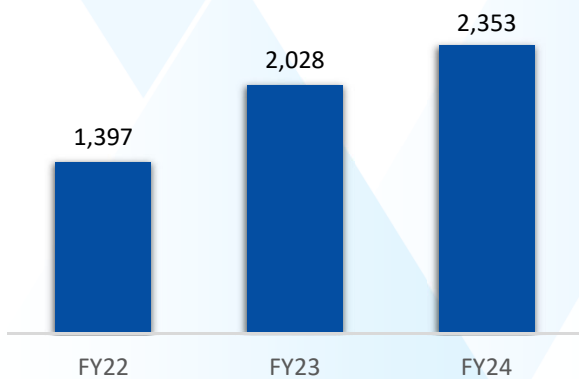
EBITDA (INR MN) & EBITDA MARGINS (%)



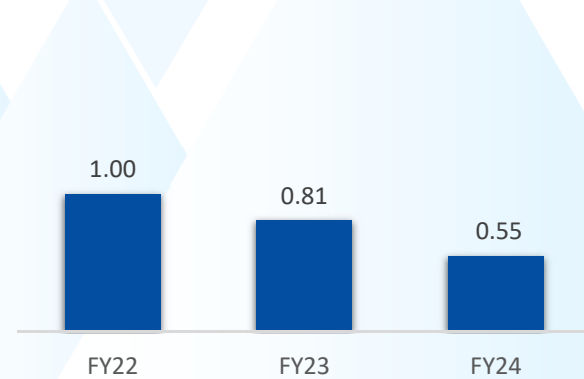
PAT (INR MN) & PAT MARGINS (%)



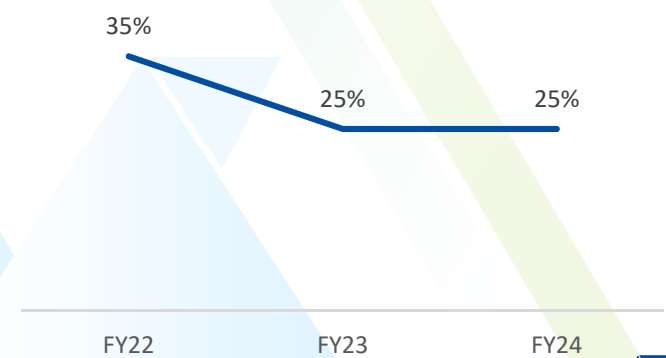
NETWORTH (INR MN)



NET DEBT TO EQUITY (X)



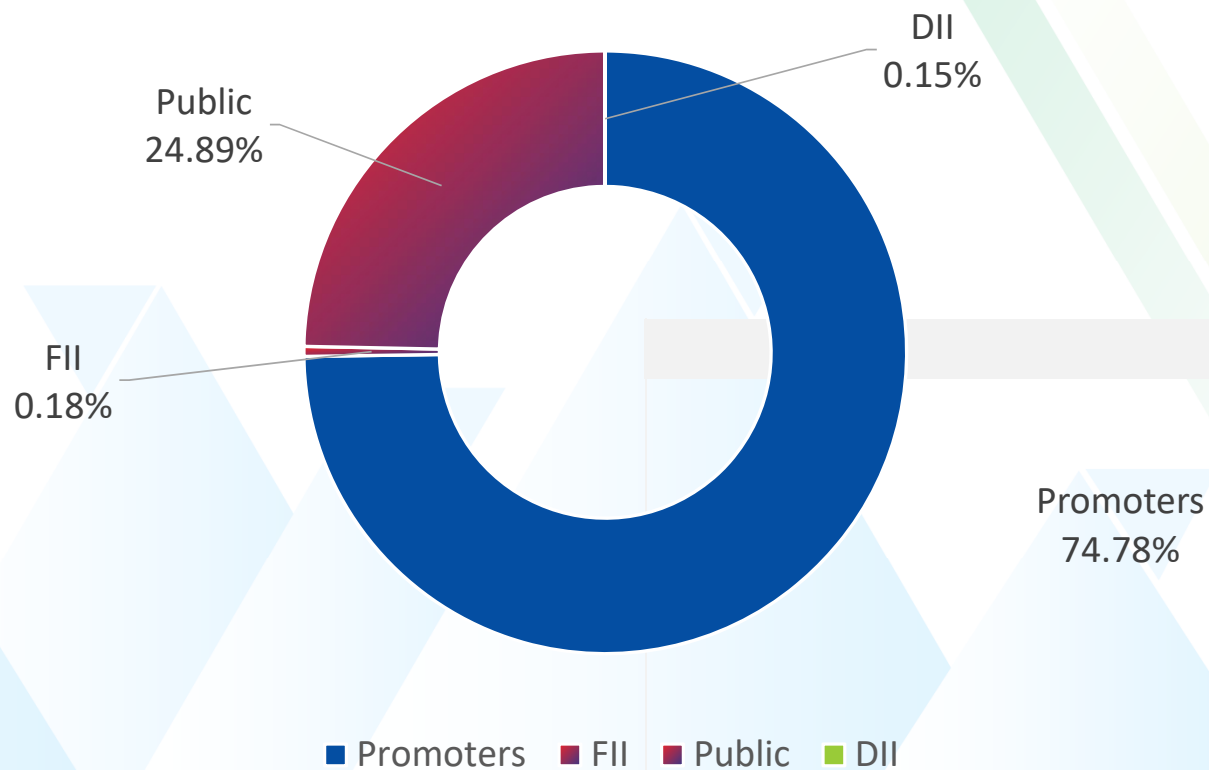
ROCE (%)



ROCE: calculate excluding exception items

CAPITAL MARKET INFORMATION

SHAREHOLDING PATTERN (As on 31st December, 2024)



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For further details, please feel free to contact our Investor Relations Advisors:



Mr. Anuj Sonpal
Valorem Advisors
Tel: +91-22-49039500
Email: prameet@valoremadvisors.com