



March 14, 2022

**BSE Limited**  
P. J. Towers  
Dalal Street,  
Mumbai - 400 001

**National Stock Exchange of India Limited**  
Exchange Plaza  
Bandra Kurla Complex  
Bandra (E),  
Mumbai - 400 051

Dear Sirs,

**Sub.: Intimation of Investor/ Analyst Meetings**

Pursuant to the provisions of Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, we would like to inform you that the management of the Company shall be participating in '2<sup>nd</sup> Jefferies India Mid-Cap Summit' Virtual Investor Conference on Tuesday, March 15, 2022. We enclose names of the Investors/Analysts participating in the same.

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

We also enclose the presentation to be used during the e-conference.

This is for your information and record.

Thanking you,

Yours faithfully,  
For Jubilant Ingrevia Limited

Deepanjali Gulati  
Company Secretary  
Encl.: as above

A Jubilant Bhartia Company

OUR VALUES



**Jubilant Ingrevia Limited**  
1-A, Sector 16-A,  
Noida-201 301, UP, India  
Tel: +91 120 4361000  
Fax: +91 120 4234895-96  
[www.jubilantingrevia.com](http://www.jubilantingrevia.com)

Regd Office:  
Bhartiagram, Gajraula  
Distt. Amroha - 244 223  
Uttar Pradesh, India  
CIN : L24299UP2019PLC122657



# JUBILANT INGREVIA

Sr. No	Investors
1	Bajaj Holdings & Investment Limited
2	BNP Paribas Asset Management
3	Max Life Insurance Company

## A Jubilant Bhartia Company

### OUR VALUES



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**JUBILANT  
INGREVIA**

# Investor Presentation

February 2022



Statements in this document relating to future status, events, or circumstances, including but not limited to statements about plans and objectives, the progress and results of research and development, potential product characteristics and uses, product sales potential and target dates for product launch are forward looking statements based on estimates and the anticipated effects of future events on current and developing circumstances. Such statements are subject to numerous risks and uncertainties and are not necessarily predictive of future results. Actual results may differ materially from those anticipated in the forward-looking statements. Jubilant Ingrevia Limited may, from time to time, make additional written and oral forward looking statements, including statements contained in the company's filings with the regulatory bodies and our reports to shareholders. The company assumes no obligation to update forward-looking statements to reflect actual results, changed assumptions or other factors.

Effective 1st February 2021, Life Science Ingredients business of Jubilant Phormova Limited ( earlier Jubilant Life Sciences Limited) demerged to Jubilant Ingrevia Limited and post demerger the consolidated financial results of the Jubilant Ingrevia Limited for the quarter and the year ended 31 March 2021 comprised results only for two months of operations, starting from 1<sup>st</sup> February 2021 .

**To provide the comprehensive picture of the operations of the Company on continuing basis the results for previous periods has been presented on Pro-forma basis by using relevant portion of the published results of LSI Segment - Jubilant Pharmova Limited on Pro-forma basis as Under :**

- **Results for Q3'FY21, and 9M'FY21 has been derived on Pro-forma basis from the reported discontinued operations results for LSI segment of Jubilant Pharmova Limited.**
- **As explained in the Financial Results presentation deck for Q4'FY21 we had earlier presented results for full year FY 21 on Pro-forma basis by combining the results from 01 April 2020 to 31 January 2021 from the reported discontinued operations for LSI segment of Jubilant Pharmova Limited and Results from Feb 21 to March 21 from the Audited results of Jubilant Ingrevia Limited and results for Q4'FY21 on Pro-forma basis by combining the results for January 2021 from the reported discontinued operations for LSI segment of Jubilant Pharmova Limited and Results from Feb 21 to March 21 from the Audited results of Jubilant Ingrevia Limited**
- **EPS for previous periods has been computed assuming existence of share capital throughout the period**

**NOTES:**

1. *The numbers for the quarter and Nine Months have been reclassified and regrouped wherever necessary*
2. *Closing Exchange Rate for USD 1 at Rs 73.11 as on March 31, 2021 and Rs 74.33 as on December 31, 2021*



# Company Overview





# Jubilant Bhartia Group - Snapshot

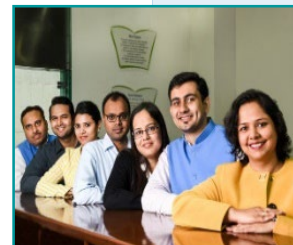
Jubilant Bhartia Group founded by Shyam S Bhartia and Hari S Bhartia, leading industrialists from India



Strong presence in diverse sectors like Pharmaceuticals, CDMO (Contract Research & Development Services) and Therapeutics, Specialty Chemicals, Nutraceutical Products and other Life Science Products, Performance Polymers, Food Service (QSR), Auto, Consulting in Aerospace and Oilfield Services



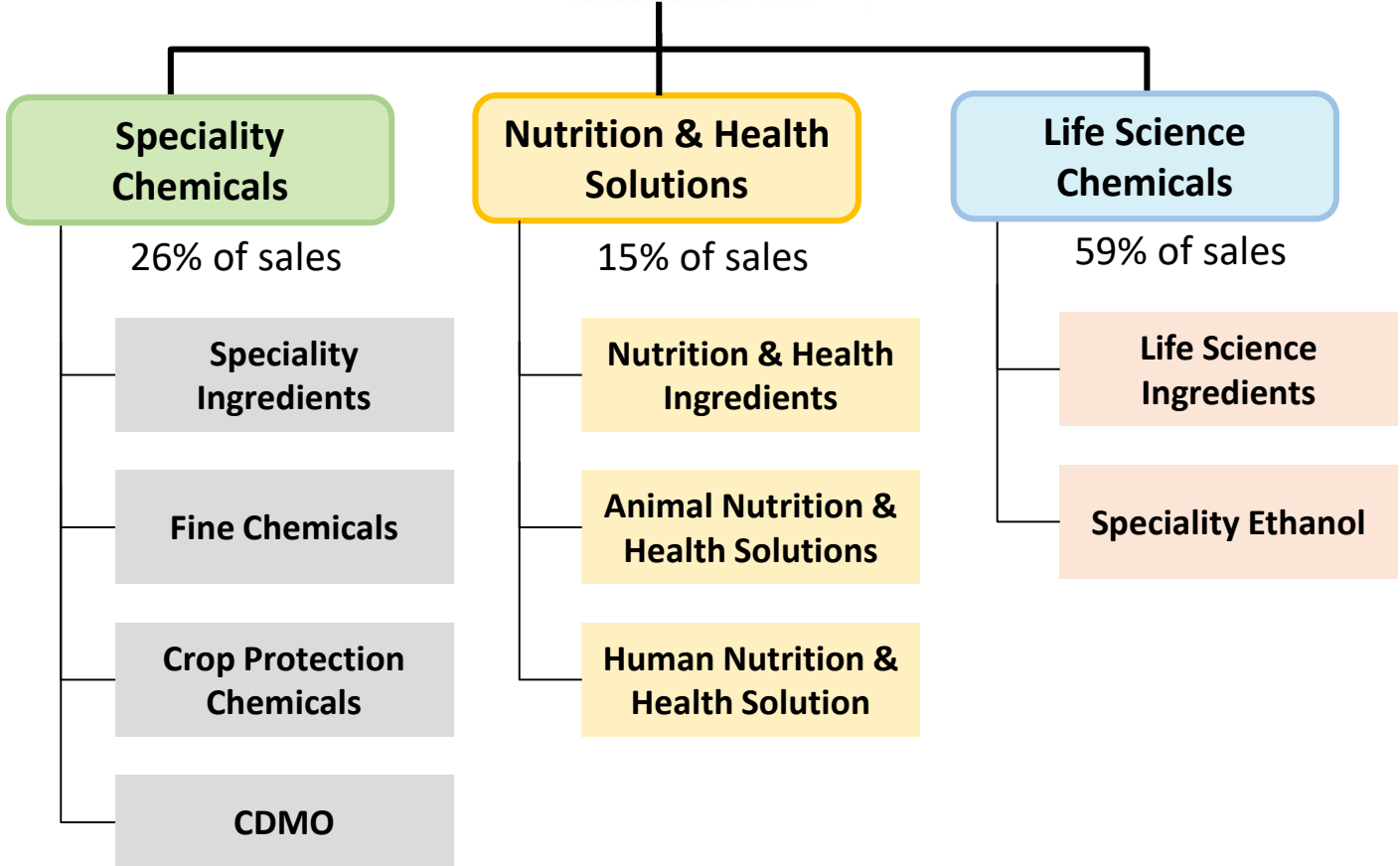
Global presence through investments in India, USA, Canada, Europe, Singapore, China, Sri Lanka and Bangladesh



Employs around 46,000 people across the globe with Over 2,400 in North America

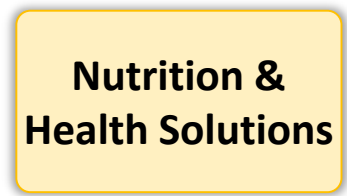
# Business Segments & Integrated Operations

*Jubilant Ingrevia Limited is a global integrated Life Science products and Innovative Solutions provider serving Pharmaceutical, Nutrition, Agrochemical, Consumer and Industrial customers with customized products and solutions*

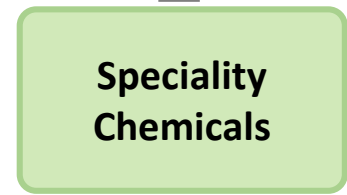


## Integrated Operations...

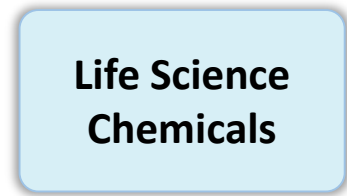
*Vertical integration across the value chain enables cost competitive advantage*



- For Vitamin B3 (Niacinamide & Niacin), 100% in-house sourcing of Beta Picoline (Key RM) from Speciality Chemicals



- 56% of our Pyridine & Picolines volume is used in-house for value-added products in Speciality Chemicals & for Vitamin B3
- CDMO business supported through vertical integration



- 41% of overall volume of Life Science Chemicals is in-house consumed by Speciality Chemicals segment

1. The above segmental sales figures are taken from Nine Months'FY22 Financials

# Glorious Four Decades of Growth

## Our Journey

10+ years experience in Vitamin B3

20+ years experience in Vitamin B4 & premixes

30+ years experience in Pyridine Chemistry & value added Speciality products

40+ years leadership in Life Science products (Acetyls)

We started in 1978 as VAM Organic Chemicals. Over the years we built Global-Scale capacities



1978

1981

1990

1998

1999

2000

2006-12

2013-18

2021

Started Acetic Anhydride (10 KTA), Acetic Acid (16 KTA), VAM (10KTA) plants at Gajraula, UP

Started Pyridine & Picolines plant (500 TPA), integrated with Aldehydes; Gajraula, UP

Acquired Nira facility in MH; with Acetic Acid (16.5 KTA), & VAM (10 KTA)

Commissioned additional capacity of Pyridine & Picolines plant (6 KTA), Gajraula

Acquired Vitamin B4 (Choline Chloride) facility (10 KTA) at Samlaya, GJ

2000: Started Multi Product Plant (72 TPA), Gajraula  
Started Ethyl Acetate plant (20 KTA) in Nira, MH

2019: Started new Acetic Anhydride plant, Bharuch SEZ, GJ (50 KTA)  
2018: Started Agro Intermediate plant (800 TPA), Bharuch SEZ  
2017: Certified for Responsible Care (RC)  
2015: Commissioned speciality MPP plant (120 TPA), Gajraula  
2013: Commissioned world class Chlorinated Pyridine plant (24 KTA), Bharuch SEZ

2012: Commissioned additional Acetic Anhydride capacity (50 KTA), Nira  
2011: Started state-of-the-art GMP Vitamin B3 plant at Bharuch SEZ (14 KTA)  
2009: Augmented capacity of Pyridine & Picolines plant (60 KTA)  
2008: Certified for Pre-mixes Quality System FAMI-QS for Vitamins  
2007: Commissioned additional Acetic Anhydride capacity (17 KTA), Nira  
2006: Invested in Speciality & Multipurpose plants, Gajraula

Demerger into new entity Jubilant Ingrevia



# Company Snapshot

## Leadership

- Globally # 1 in 14 Pyridine Derivatives
- Amongst top 2 Globally in (Pyridine + Beta)

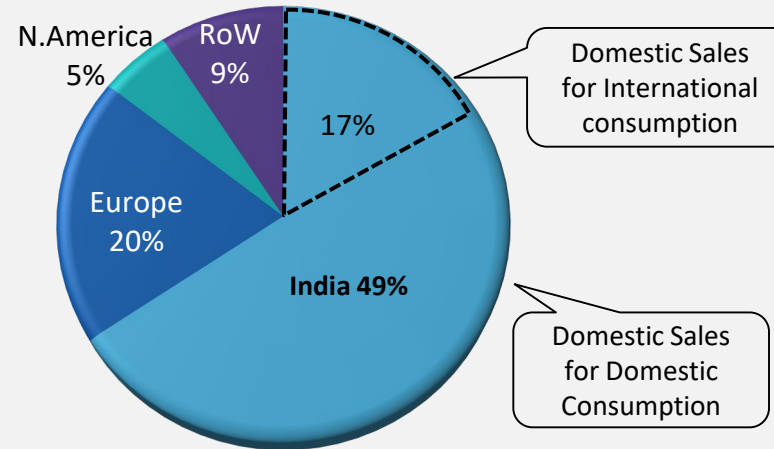
- **Global Leadership in Niacinamide**; Globally among top 2 in **Vitamin B3** (Niacin & Niacinamide)

- **Leader** in India **Vitamin B4** (Choline Chloride)

### Globally

- Amongst top 2 in **Acetic Anhydride**
- **Largest manufacturer of bio-based Acetaldehyde**

## Revenue Segmentation: By Region (9M FY'22)



Total **1400+** customers

- **Speciality Chemicals: 420**
- **Nutrition & Health Solutions: 400**
- **Life Science Chemicals: 600**

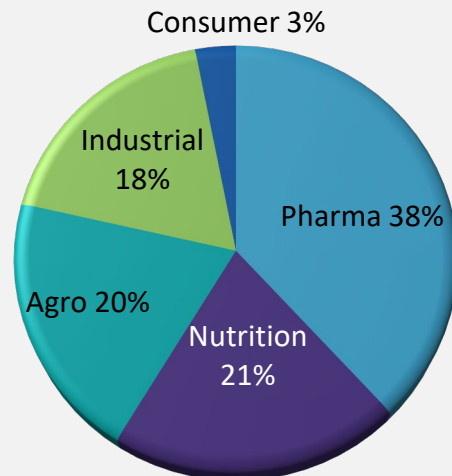
Total **165+** products

- **Speciality Chemicals: 85**
- **Nutrition & Health Solutions: 72**
- **Life Science Chemicals: 8**

Sales in over **50** countries with **25%** of sales in regulated markets such as US, Europe, Japan - leading to sustainable revenue

## Diverse Industry End-Use

### 9M FY'22 Revenue Split



(9M FY'22)

Revenue

₹ 3,654 Cr.

EBITDA

₹ 712 Cr. (19.5%)

Net Debt / EBITDA

rate of **0.24x**

Expertise in **35 Technology platforms** which include Acetyl, Pyridine/ Piperidine, Ketene/ Diketene, Halogenation & others (At large commercial scale)

Expertise in handling **multi-step chemistries** (Up to ~13 steps) At Commercial scale

Strong Corporate Governance, Quality regulatory & Compliance

In line with our Vision to double the Revenue by FY'26, we have **60+ Products** in Pipeline.

**5** Global scale Manufacturing sites with **50** plants

Global workforce of **~2100** employees

Offices in **India, US, Europe, Japan & China**

# Executive Leadership Team



**Rajesh Srivastava**  
Chief Executive Officer &  
Managing Director  
*34 years of  
industry experience*



**Anil Khubchandani**  
President –  
Speciality Chemicals  
*29 years of industry  
experience*



**Chandan Singh**  
President –  
Life Science Chemicals  
*35 years of industry  
experience*



**Sumit Das**  
SVP – Nutrition &  
Health Ingredients  
*29 years of industry  
experience*



**Ashish Kumar Sinha**  
VP – Animal & Human  
Nutrition & Health Solutions  
*23 years of industry  
experience*



**Prakash Bisht**  
President &  
Chief Financial Officer  
*32 years of  
industry experience*



**Anant Pande**  
President &  
Chief of Operations  
*35 years of industry  
experience*



**Vinita Koul**  
SVP &  
Head- HR  
*25 years of industry  
experience*



**Prasad Joglekar**  
EVP & Head –  
Supply Chain  
*28 years of industry  
experience*

***Leadership team has an average 30 years of industry experience***



# Multi Location Manufacturing & Operation Excellence

## Manufacturing Facilities



**463 acres**

**Gajraula, Uttar Pradesh, India**

Integrated facility for Speciality Chemicals & Life Science Chemicals



**310 acres**

**Bharuch, Gujarat, India**

Speciality Chemicals, Nutrition & Health Ingredients & Life Science Chemicals facility located in SEZ



**144 acres**

**Nira, Maharashtra, India**

Life Science Chemicals



**109 acres**

**Samlaya, Gujarat, India**

Animal Nutrition & Health Solutions



**3.5 acres**

**Ambernath, Maharashtra, India**

Speciality Chemicals

**We operate 50 Plants across 5 sites in 3 states**

**We have enough land available at our existing sites for future expansions**

## Operation Highlights

**Multi-Chemistry, Multi-Product** and Process Condition handling expertise

Large capacities in **Continuous & Batch processes**

**World Class GMP facility at Bharuch**

Temp, Humidity & Differential Pressure Controlled Areas with ISO-8 (Class 100,000) Clean rooms

**cGMP compliant Pilot Plant**

20 – 1000L Reactors (Glass Assemblies, Cryogenic & Plug Flow reactors, Lyophilizer Autoclaves)

**In-house Utilities**

Captive Power Plant (Gajraula), Own Steam Generating Boilers, Chilled Water & Brine Unit

**Ecologically Harmonized Practices**

Incinerators, ETPs, Multi Effect Evaporators, Reverse Osmosis, Water Polishing Plants

**Health & Safety:**

benchmarking global performance by Chilworth Dekra- FY'07 & Chola MS- FY'21

**Compliance:** 3,800+ compliance items through 'EY' Conformity tool





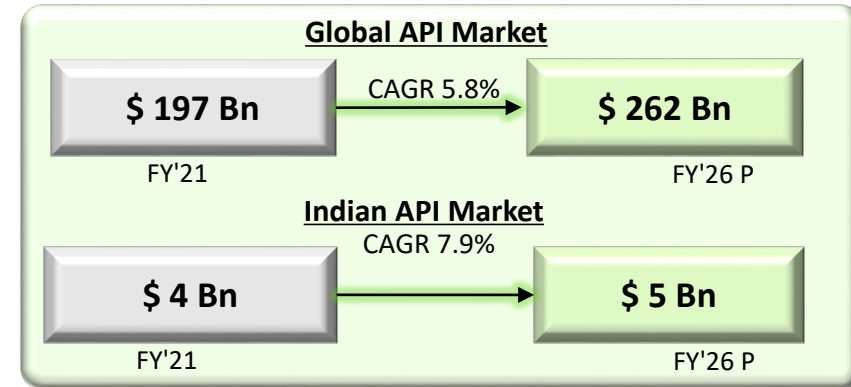
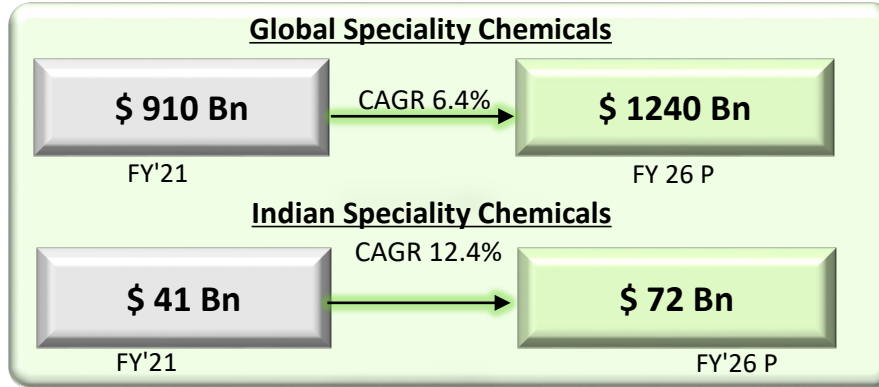
# End Usage Applications for Pharma, Agrochemicals & Nutraceuticals

Off- Patented Pharma (APIs)	<p><b>Therapeutic Category (Used in ~ 53 APIs)</b></p> <p>Antipyretic      Analgesic      Antifibrosis                      Anti inflammatory      Anticoagulant      Anticonstipation                      Antibiotics      Anti viral      Anesthetic                      Antihistamine      Antidiabetic      Green Solvent</p>	<p><b>Our Product Category (GMP &amp; Non-GMP)</b></p> <p>Pyridine, Picolines      Amino Methyl Pyridines      Chloro/ Bromo/ Fluoro Pyridines                      Amino Pyridines      Hydroxy Methyl Pyridine      Piperidine                      Acetic Anhydride      Methyl Ethyl Pyridine      Pyridine Aldehyde                      Azacyclonol      Lutidines &amp; Collidines      Ethyl Acetate</p>
Patented Pharma (APIs)	<p><b>Therapeutic Category (Used in ~ 12 APIs)</b></p> <p>Antimalarial      Antidiabetic      Anti Cancer                      Antiretroviral      Anticoagulant      Breast Cancer                      Anti ulcerative      Anti viral      Anti fibrosis</p>	<p><b>Our Product Category (GMP &amp; Non-GMP)</b></p> <p>Dichloro pyridine      Halo Azaindole      AminoChloro &amp; Methylpyridine      Bromo Pyridine Fluoro Phenone                      Amino Pyrrole Derivative      Hydroxy Methylpyridine      Amino Piperidine derivative      Sulphur Pyridine derivative</p>
Agrochemical & Antimicrobial	<p><b>Used in ~ 23 Actives</b></p> <p>Insecticide      Fungicide                      Herbicide      Antimicrobial</p>	<p>Pyridine, Picolines      Acetic &amp; Propionic Anhydride                      Amino Pyridines      Cyano Pyridines                      Halo Pyridines      Acetic &amp; Propionic Anhydride                      Chloro Methyl Pyridines      Pyrithiones Family</p>
Nutraceuticals	<p>Nutraceutical ingredients:</p> <p>Animal Health Solutions : Liver protection, Better Meat quality, Anti-stress, Egg quality enhancer, Gut health solutions, Immunity Enhancer</p>	<p>Niacin/ Niacinamide (Vitamin B3), Choline Chloride (Vitamin B4), RPS, Picolinates &amp; Hexanicotinate</p> <p>Various Nutritional premixes</p>

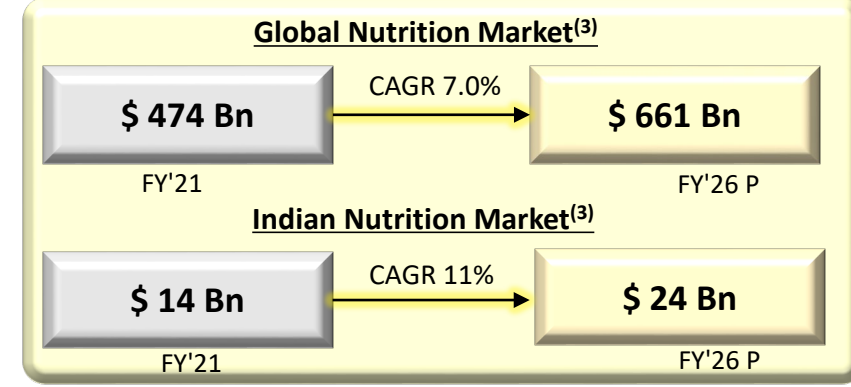
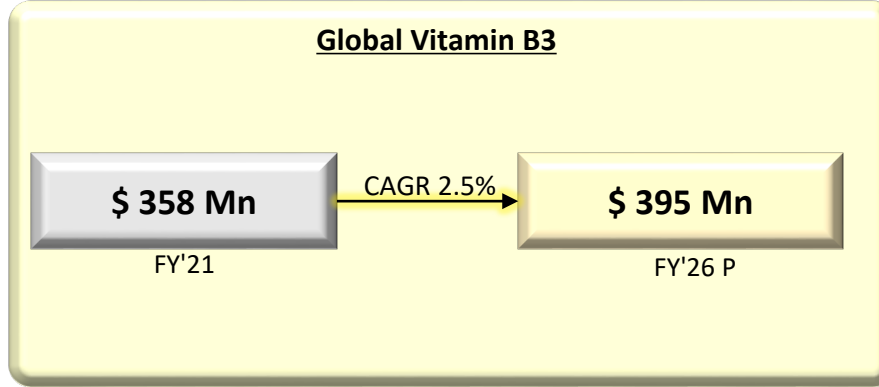
# Industry Overview: Presence in Large & Growing Markets<sup>1</sup>



## Speciality Chemicals

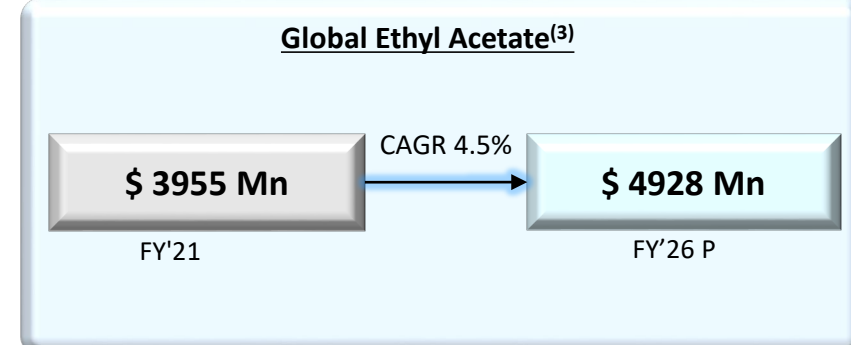
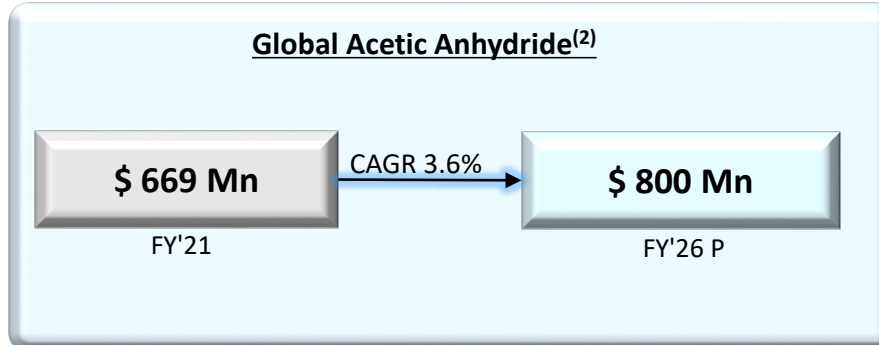


## Nutrition & Health Solution\*



\* Sum of Vit Feed Supplements+ Functional Food Ingredients + Nutraceuticals + Pet Food + Feed Additives

## Life Science Chemicals



1) Source: M & M Report 2020

2) Merchant Market; IHS Report

3) Frost & Sullivan Report, Benchmark ICIS Prices





**Financial Highlights: Q3 FY'22 & 9M FY'22**

# Chairmen's Message on Q3 Financial Results



**Mr. Shyam S Bhartia**  
*Chairman*



**Mr. Hari S Bhartia**  
*Co-Chairman*

*"We are pleased to announce that in Q3'FY22 we continued to witness significant growth in our Revenue & EBITDA. We are also delighted to declared an interim dividend of Rs. 2.5 per equity share of Rs 1 each of the company amounting to Rs 39.8 Cr.*

*In our Specialty Chemicals segment we maintained strong growth across the products led by growing demand from Pharmaceutical, and Nutrition customers. In Nutrition & Health Solution the demand of Vitamin B3 improved and we placed higher volumes with improved realizations. In Life Science Chemical Segment, we continued the strong performance with healthy demand in domestic as well as in EU market.*

*Our business team worked closely with customers and ensured that most of the increase in input cost is passed on and our supply chain team ensured the uninterrupted supplies and timely deliveries.*

*We are pleased to inform, that in DJSI (Dow Jones Sustainability Index) Environmental Social & Governance (ESG) assessment, we scored 81 percentile in the global chemical industry and have been ranked among the top 20% chemical companies globally and amongst the Top 3 chemical companies in India.*

*We remain excited with the growth opportunities in our businesses and are fully committed to realize them. Our strong new product pipeline developed by our in-house R&D, our technical expertise into various chemistry platforms and long-standing relationship with global Pharmaceutical & Agrochemical customers is a strong enabler in our growth journey . With our growth capex plans shaping up we remain in course of doubling the revenue by FY'26 from the base of FY'21."*

# Financial Highlights<sup>1</sup> : Key Financial Parameters

Highlights	Sales	EBITDA	EBITDA (%)	PAT	PAT (%)	EPS
<b>Highlights Q3'FY22</b>	<b>₹ 1,286 Cr.</b> Sales ↑ 44% YoY	<b>₹ 222 Cr.</b> EBITDA ↑ 42% YoY	<b>17.3%</b> EBITDA (%) ↓ (29) bps	<b>₹ 129 Cr.</b> PAT ↑ 42% YoY	<b>10.0%</b> PAT (%) ↓ (15) bps	<b>₹ 8.1</b> EPS ↑ 42% YoY
<b>Highlights Q3'FY21<sup>2</sup></b>	<b>₹ 893 Cr.</b> Sales	<b>₹ 157 Cr.</b> EBITDA	<b>17.5%</b> EBITDA (%)	<b>₹ 91 Cr.</b> PAT	<b>10.2%</b> PAT (%)	<b>₹ 5.7</b> EPS
<b>Highlights 9M'FY22</b>	<b>₹ 3,654 Cr.</b> Sales ↑ 51% YoY	<b>₹ 712 Cr.</b> EBITDA ↑ 68% YoY	<b>19.5%</b> EBITDA (%) ↑ 191 bps	<b>₹ 408 Cr.</b> PAT ↑ 85% YoY	<b>11.2%</b> PAT (%) ↑ 202 bps	<b>₹ 25.7</b> EPS ↑ 85% YoY
<b>Highlights 9M'FY21<sup>2</sup></b>	<b>₹ 2,413 Cr.</b> Sales	<b>₹ 424 Cr.</b> EBITDA	<b>17.6%</b> EBITDA (%)	<b>₹ 221 Cr.</b> PAT	<b>9.1%</b> PAT (%)	<b>₹ 13.9</b> EPS

1. All figures are in Rs Crore unless otherwise stated

2. - Q3 & 9M'FY21 is derived from reported discontinued operation results of LSI segment of Jubilant Pharmova Limited on Pro-forma basis

- EPS for previous periods has been computed on combined profits assuming existence of share capital for full period.



# Jubilant Ingrevia – Q3 FY'22 Financial Results Summary

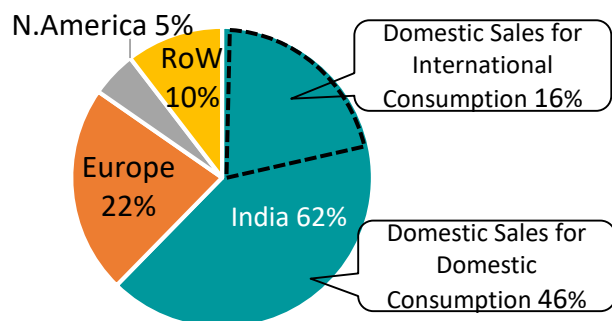


Particulars <sup>1</sup>	Q3'FY21 <sup>2</sup>	Q3'FY22	YoY (%)
<b>Revenue</b>			
Speciality Chemicals	285	349	22%
Nutrition & Health Solutions	157	216	37%
Life Science Chemicals	451	722	60%
<b>Total Revenue from Operations</b>	<b>893</b>	<b>1,286</b>	<b>44%</b>
<b>Reported EBITDA</b>	<b>157</b>	<b>222</b>	<b>42%</b>
Speciality Chemicals	59	76	28%
Nutrition & Health Solutions	28	53	87%
Life Science Chemicals	68	100	48%
Unallocated Corporate (Expenses)/Income	1	-7	-
<b>PAT</b>	<b>91</b>	<b>129</b>	<b>42%</b>
<b>EPS</b>	<b>5.7</b>	<b>8.1</b>	<b>42%</b>
<b>Reported EBITDA Margins</b>	<b>17.5%</b>	<b>17.3%</b>	
Speciality Chemicals	20.8%	21.8%	
Nutrition & Health Solutions	17.9%	24.4%	
Life Science Chemicals	15.0%	13.9%	
<b>Net Margin</b>	<b>10.2%</b>	<b>10.0%</b>	

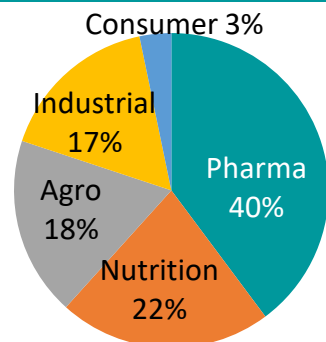
## FINANCIAL HIGHLIGHTS

- Revenue grew by 44% on YoY basis, driven by growth across product segments.
- Revenue from Pharma, Nutrition and Agro end use increased significantly.
- Speciality Chemicals revenue grew by 22% YoY driven by volume growth across products and passing-on of higher input costs.
- Nutrition and Health Solutions revenue grew by 37% YoY driven by higher volumes and improved price realisation.
- Life Sciences Chemical revenue grew by 60% YoY, driven by higher prices on account of favorable market conditions.
- EBITDA at Rs 222 Crore, grew by 42%, on account of strong performance of all three product segments.
- PAT grew by 42% YoY driven by growth in EBITDA, added by reduction in finance cost through reduction in Gross debt and optimization of Interest rates.
- ROCE in 9M'FY22 improved to 31.1% as against 20.2% in FY21.
- ROE in 9M'FY22 stood at 25.2% as against 16.4% in FY21.

### Q3'FY22 Geographical Revenue Split



### Q3'FY22 Industry End-Use Split



1. All figures are in Rs Crore unless otherwise stated
2. - Q3 & 9M'FY21 is derived from reported discontinued operation results of LSI segment of Jubilant Pharmova Limited on Pro-forma basis  
- EPS for previous periods has been computed on combined profits assuming existence of share capital for full period.
3. ROCE & ROE for 9M'FY22 is calculated on the basis of extrapolation of Nine months performance during FY22.

# Jubilant Ingrevia – 9M FY'22 Financial Results Summary

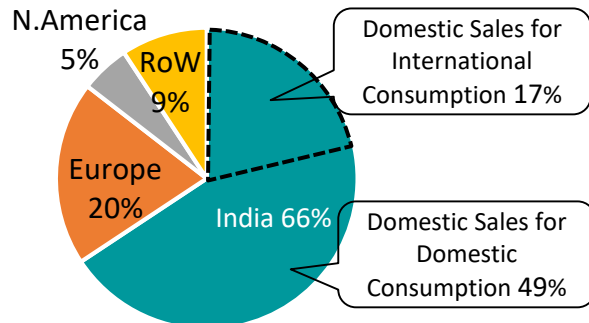


Particulars <sup>1</sup>	9M'FY21 <sup>2</sup>	9M'FY22	YoY (%)
<b>Revenue</b>			
Speciality Chemicals	794	949	19%
Nutrition & Health Solutions	431	562	30%
Life Science Chemicals	1,189	2,143	80%
<b>Total Revenue from Operations</b>	<b>2,413</b>	<b>3,654</b>	<b>51%</b>
<b>Reported EBITDA</b>	<b>424</b>	<b>712</b>	<b>68%</b>
Speciality Chemicals	199	231	16%
Nutrition & Health Solutions	88	114	30%
Life Science Chemicals	131	387	195%
Unallocated Corporate (Expenses)/Income	6	-21	-
<b>PAT</b>	<b>221</b>	<b>408</b>	<b>85%</b>
<b>EPS</b>	<b>13.9</b>	<b>25.7</b>	<b>85%</b>
<b>Reported EBITDA Margins</b>	<b>17.6%</b>	<b>19.5%</b>	
Speciality Chemicals	25.1%	24.4%	
Nutrition & Health Solutions	20.4%	20.3%	
Life Science Chemicals	11.0%	18.1%	
<b>Net Margin</b>	<b>9.1%</b>	<b>11.2%</b>	

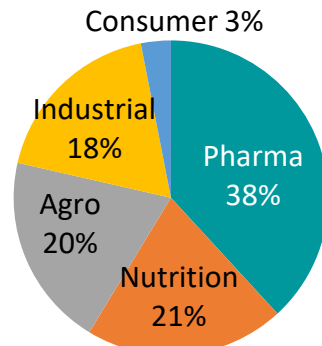
## FINANCIAL HIGHLIGHTS

- Revenue grew by 51% on YoY basis, driven by growth across product segments.
- Speciality Chemicals revenue grew by 19% YoY driven by volume growth across product .
- Nutrition and Health Solutions revenue grew by 30% YoY driven by higher volumes and as well as higher prices.
- Life Sciences Chemical revenue grew by 80% YoY, driven by higher prices on account of improved price realization on account of favorable market conditions.
- EBITDA at Rs 712 Crore, grew by 68% on account of strong performance of all the three product segments and favorable market conditions in Life Sciences segment.
- PAT grew by 85% YoY driven by growth in EBITDA, aided by reduction in finance cost on account of reduction in Debt and optimization of Interest rates.
- ROCE in 9M'FY22 improved to 31.1% against 20.2% in FY21
- ROE in 9M'FY22 stood at 25.2% as against 16.4% in FY21.

### 9M'FY22 Geographical Revenue Split



### 9M'FY22 Industry End-Use Split



1. All figures are in Rs Crore unless otherwise stated
2. - Q3 & 9M'FY21 is derived from reported discontinued operation results of LSI segment of Jubilant Pharmova Limited on Pro-forma basis  
- EPS has been computed on combined profits assuming existence of share capital for full period.
3. ROCE & ROE for 9M'FY22 is calculated on the basis of extrapolation of nine months performance during FY22.

# Debt Profile – As on 31<sup>st</sup> December, 2021

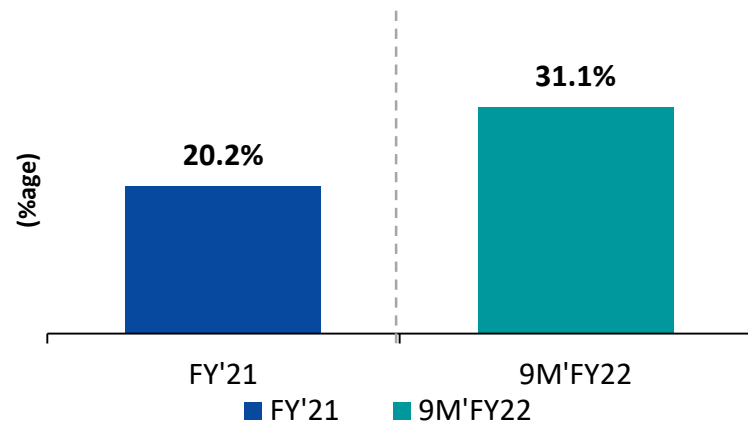
Particulars <sup>1</sup>	31-Mar-21	30-Jun-21	30-Sep-21	31-Dec-21
Long Term Borrowings	548	227	218	100
Short Term Borrowings	-	230	45	184
<b>Total Gross Debt</b>	<b>548</b>	<b>457</b>	<b>263</b>	<b>284</b>
Cash & Equivalent	117	70	70	54
<b>Total Net Debt</b>	<b>431</b>	<b>386</b>	<b>193</b>	<b>230</b>
QoQ change		<b>-10%</b>	<b>-50%</b>	<b>19%</b>

- Gross Debt reduction by Rs 263 Crore and Net Debt reduction by Rs 201 Crore from 31<sup>st</sup> March 2021.
- Net Debt to EBITDA in Q3'FY22 stands at 0.24 times, from the earlier level of 0.69 times as on 31st March, 2021.
- Closing blended interest rate in Q3'FY22 was 5.25%, as against 7.01 % in Q4'FY21

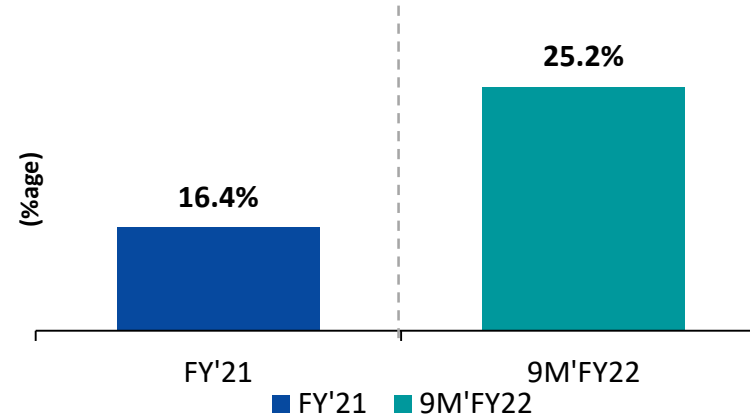


# Balance Sheet – Key Parameters/Ratios (Pro-Forma<sup>2</sup>)

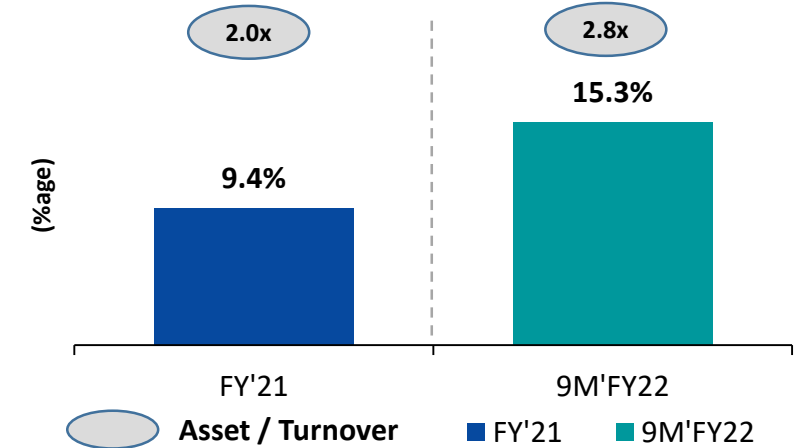
## Return On Capital Employed (RoCE)



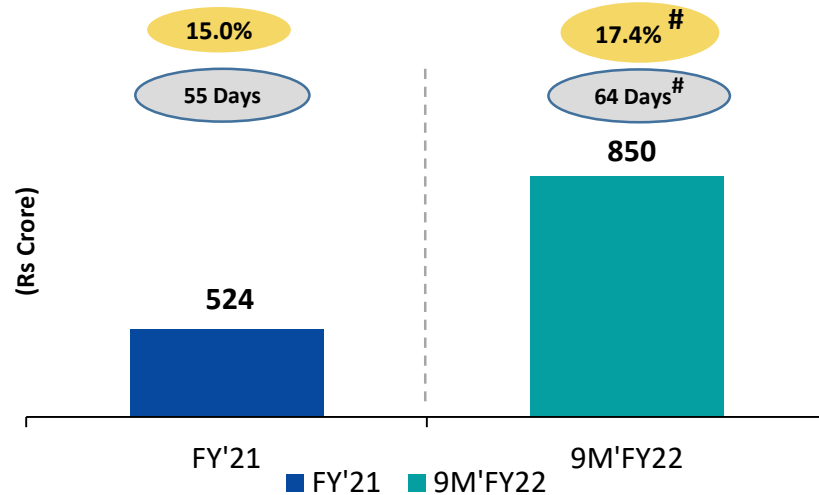
## Return on Equity



## Asset / Turnover and Return On Asset (RoA)



## Net Working Capital



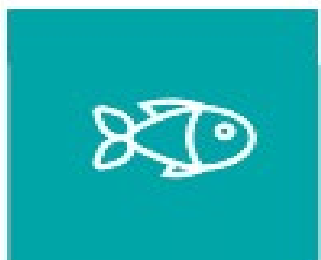
<sup>#</sup> The Net Working Capital %age to Turnover & No of days on the basis of Q3'FY22 Annualized Turnover are 16.5% & 60 Days respectively

● % to Annualized Turnover ○ No of Days of Working Capital

- Balance Sheet Ratios strengthened on improved performance:
  - RoCE improved significantly to 31.1% in Nine Months'FY22
  - RoE improved at 25.2% in Nine Months'FY22
  - Asset to Turnover increased to 2.8x in Nine Months'FY22
- Increase in Net Working Capital is driven by higher Raw Material cost and Sale price leading to higher value of inventory and debtors and 'Make Vs Buy'(Import) of ethanol due to higher import prices.

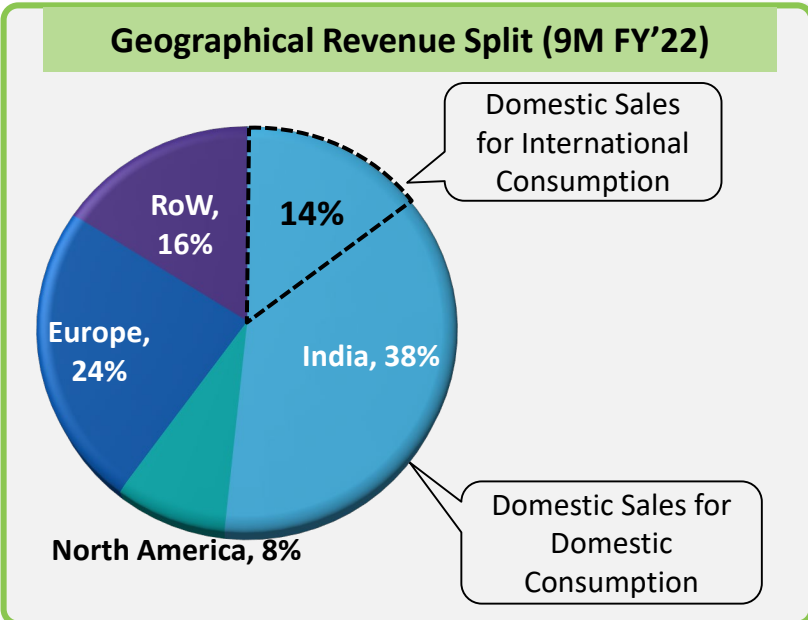
- All figures are in Rs Crore unless otherwise stated
- FY21 is calculated from 10 month of discontinued operation of LSI segment of Jubilant Pharmova Limited and 2 months of Jubilant Ingrevia Limited
- 9M'FY22 is calculated on the basis of extrapolation of nine months performance during FY22

# BUSINESS SEGMENTS OVERVIEW



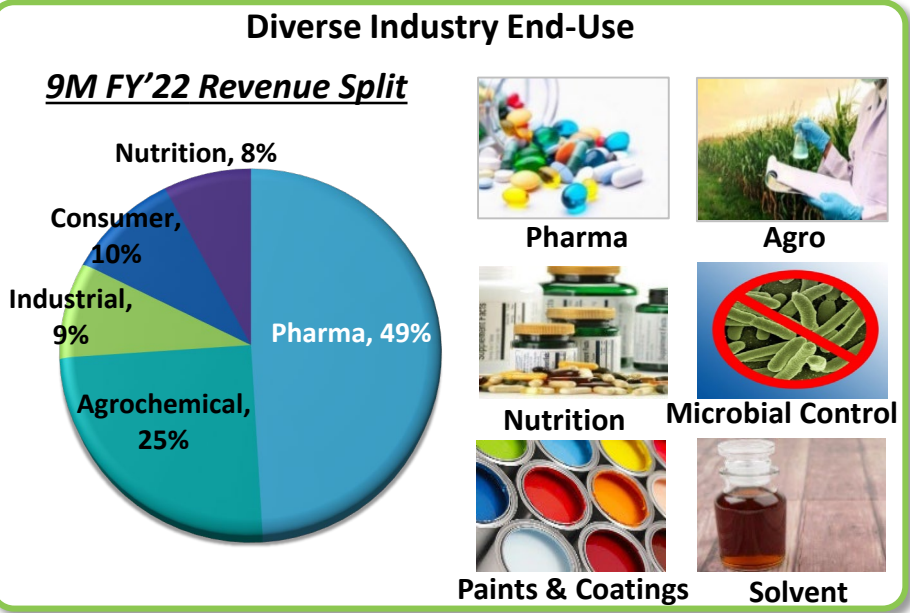
# Speciality Chemicals – Segment Snapshot

<p><b>85 Products</b> (Pyridines &amp; Picolines, Cyanopyridines, Piperidines, Aminopyridines, Lutidines)</p>	<p>Amongst <b>top 2</b> Globally in (Pyridine + Beta), - Globally <b>#1</b> in 14 Pyridine Derivatives</p>	<p>Globally <b>lowest cost producer of Pyridine</b> offering significant long term advantage</p>
<p>Market size (In current Jubilant Products): <b>\$ 1240 Mn</b> Jubilant's Market Share: ~<b>13%</b></p>	<p><b>25</b> plants across <b>3</b> Sites</p>	<p>Products are REACH, HALAL &amp; KOSHER certified</p>



### FY'21 Capacity Utilisation: 74%

<p><u>Capacity Growth in FY'22 over FY'21:</u> Debottlenecking: 1% New Capacity addn: 14%</p> <p><b>Expected Utilisation FY'22: 91%</b></p>	<p><u>Capacity Growth in FY'23 over FY'21:</u> Debottlenecking: 13% New Capacity addn: 18%</p> <p><b>Expected Utilisation FY'23: 92%</b></p>
<p><u>Capacity Growth in FY'24 over FY'21:</u> Debottlenecking: 14% New Capacity addn: 43%</p> <p><b>Expected Utilisation FY'24: 93%</b></p>	



- “Partner of Choice” to ~420 global customers
- Serving 15 of top 20 Global Pharma & 7 of top 10 Global Agrochemical companies
- International reach through offices in US, Europe, Japan & China
- Around 40% export in regulated markets leading to sustainable revenue

### Key Investment Projects

- 1 Diketene & Derivatives (Phase-1&2) (Q4 FY'22 & Q2 FY'24)
- 2 CDMO GMP & Non – GMP Facility (Q2 FY'23)
- 3 MPP - Insecticides/ Fungicides/ Herbicide (Q4 FY'23)

Investment of ~INR 550 Cr. by FY'24

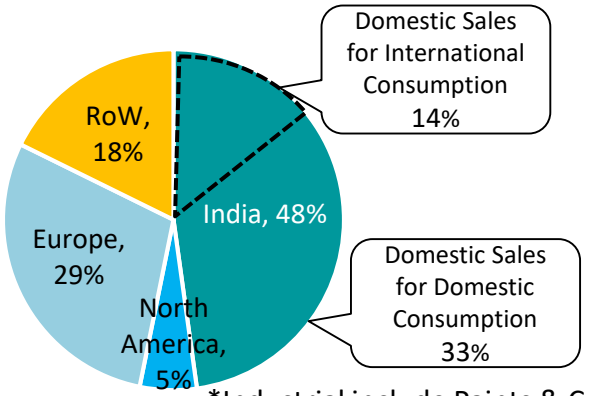
In line with our Vision to double the Revenue by FY'26, we have **36 Products** in Pipeline.



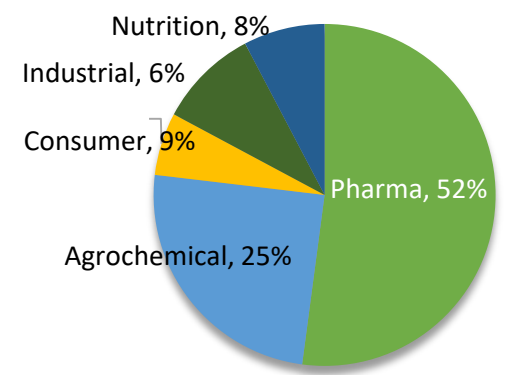
# Speciality Chemicals Segment Highlights – Q3 FY'22

Particulars <sup>1</sup>	Q3'FY21 <sup>2</sup>	Q3'FY22	YoY (%)
Revenue	285	349	22%
Reported EBITDA	59	76	28%
Reported EBITDA Margin (%)	20.8%	21.8%	

### Q3'FY22 Geographical Revenue Split



### Q3'FY22 Industry End-Use Split



\*Industrial include Paints & Coatings, Print & Packaging, Solvents etc.  
 \*\*Consumer include Personal Care, Fragrances etc.

1. All figures are in Rs Crore unless otherwise stated  
 2. - Q3 & 9M'FY21 is derived from reported discontinued operation results of LSI segment of Jubilant Pharmova Limited on Pro-forma basis  
 3. Specialty Chemicals Segment comprises Specialty Ingredients, Fine Chemicals, Crop Protection chemicals & CDMO

## FINANCIAL HIGHLIGHTS

- Specialty Chemicals revenue grew by 22% on YoY basis driven by higher volume across product segments
- Pharma Sales share to total revenue grew to 52% from 47% earlier
- Revenue from Nutrition and Consumer end use also improved significantly during the quarter

### EBITDA:

- EBITDA increased by 28% on YoY basis, and EBITDA Margin increased at 21.8% vs 20.8% in Q3'FY21, mainly due to higher volumes and improved realization despite higher input costs.

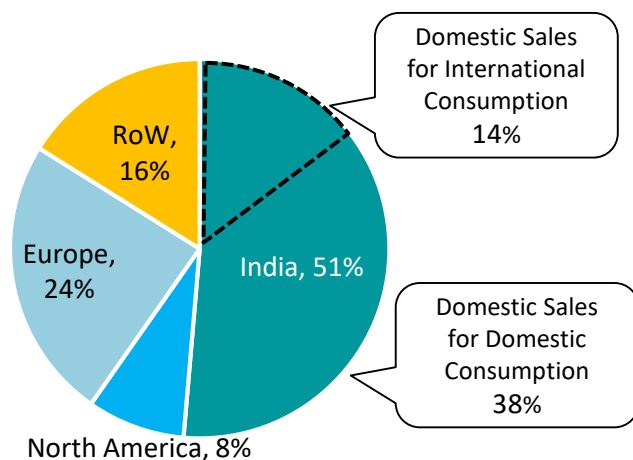
## BUSINESS HIGHLIGHTS

- We witnessed positive traction of demand from both domestic as well as international customers
- Working with customers our business team ensured passing on most of the input cost increase.
- Global logistic challenges continued, however our supply chain team ensured on-time deliveries to customer leveraging our large volume and long-standing relationship with shipping and transport companies.

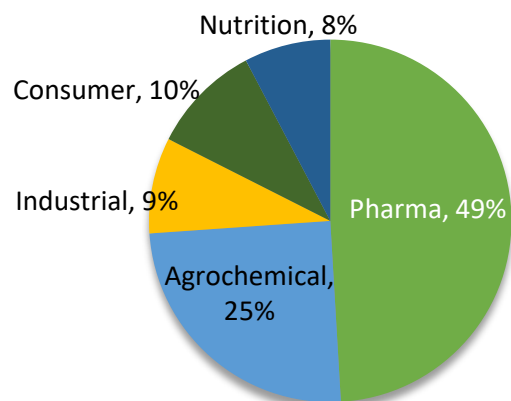
# Speciality Chemicals Segment Highlights – 9M FY'22

Particulars <sup>1</sup>	9M'FY21 <sup>2</sup>	9M'FY22	YoY (%)
Revenue	794	949	19%
Reported EBITDA	199	231	16%
Reported EBITDA Margin (%)	25.1%	24.4%	

## 9M'FY22 Geographical Revenue Split



## 9M'FY22 Industry End-Use Split



\*Industrial include Paints & Coatings, Print & Packaging, Solvents etc.

\*\*Consumer include Personal Care, Fragrances etc.

## FINANCIAL HIGHLIGHTS

- Specialty Chemicals revenue grew by 19% on YoY basis driven by higher volume across product.
- Domestic sales revenue grew significantly, percentage share to total revenue increased to 38% from 25%
- Sales in North American region increased by 60% on YoY basis.
- Sales from pharma and Nutrition end-use segment grew significantly on YoY basis
- Consumer as percentage share to total revenue increased to 10% from 8%
- EBITDA:**
- EBITDA grew by 16% YoY. EBITDA Margin were at 24.4% vs 25.1% in 9M'FY21, due to higher raw material prices and increase in other input costs.

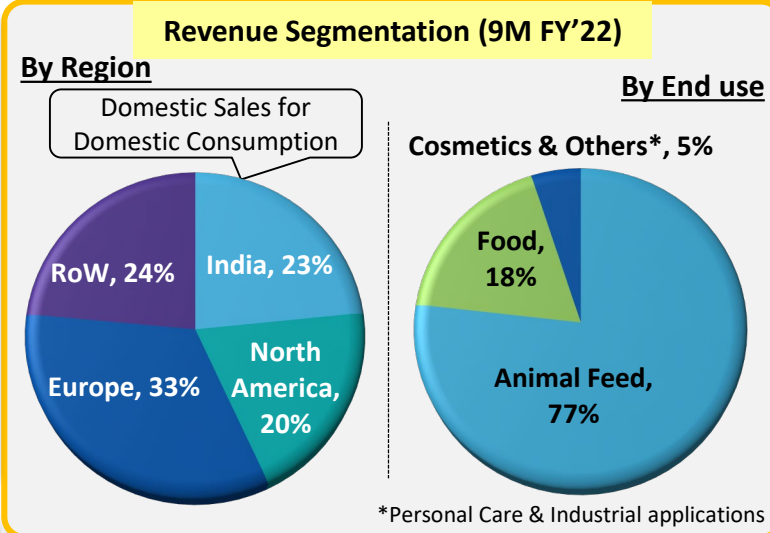
1. All figures are in Rs Crore unless otherwise stated

2. - Q3 & 9M'FY21 is derived from reported discontinued operation results of LSI segment of Jubilant Pharmova Limited on Pro-forma basis

3. Specialty Chemicals Segment comprises Specialty Ingredients, Fine Chemicals, Crop Protection Chemicals & CDMO

# Nutrition & Health Solutions – Segment Snapshot

<p><b>5 Nutrition Ingredients &amp; 18+ branded solutions</b> (For Animal Health)</p>	<p><b>Global top 2 in Vitamin B3</b> <b>Domestic leader in Vitamin B4 (Feed)</b></p>	<p><b>100% in-house sourcing</b> of Beta Picoline (Key RM) for Vitamin B3 via green route</p>
<p><b>20% Global market share</b> in Vitamin B3 <b>60% domestic share</b> in Vitamin B4</p>	<p><b>5 Plants across 2 Sites</b></p>	<p>WHO GMP, FSSAI, HALAL, KOSHER and FAMI-QS certified</p>



### FY'21 Capacity Utilisation: 70%

<p><u>Capacity growth in FY'22 over FY'21:</u></p> <p>Debottlenecking: 0%</p> <p>New Capacity addn: 0%</p>	<p><u>Capacity growth in FY'23 over FY'21:</u></p> <p>Debottlenecking: 0%</p> <p>New Capacity addn: 32%</p>
<p><b>Expected Utilisation FY'22: 89%</b></p>	<p><b>Expected Utilisation FY'23: 83%</b></p>

<p><u>Capacity growth in FY'24 over FY'21:</u></p> <p>Debottlenecking: 2%</p> <p>New Capacity addn: 48%</p>
<p><b>Expected Utilisation FY'24: 83%</b></p>

### Animal Nutrition & Health Solutions Brands

Poultry	Dairy	Aqua
Liver Protection Solutions: <b>ANICHOL</b> PhytoShield	Milk Enhancer Solutions: <b>ANICHOL-RP</b> , <b>NUTRA PLUS</b>	Gut Health Solutions: <b>GLYMIN AQUA</b> , <b>JUBIMIN PLUS-AQUA</b>
Better Meat Quality: <b>EnCroMix</b>	Anti-Stress Solutions: <b>EnCroMix</b>	Feed Efficiency Solutions: <b>Acifeed Aqua</b>
Anti-Stress Solutions: <b>CsmoBETAINE</b> , <b>EnCroMix</b>	Milk Quality Solutions: <b>JUBILYS RP</b> , <b>JUBIMETH RP</b>	Feed Quality Solutions: <b>Acifeed Aqua</b>
Egg Quality Enhancer: "Egghancer"	Transition Health Solutions: <b>NIACON RP</b>	
Feed Quality Solutions: <b>ToxiCOP</b> , <b>Jubacid</b>		
Feed Efficiency Solutions: <b>JubiDOL</b>		
Gut Health Solutions: <b>ButyMAX</b>		
Immunity Enhancer: <b>Hi-Pro-Min</b> , <b>NIACON</b> , <b>Hi-Pro-Min</b>		
Non - AGP Solutions: <b>GroPLUS</b>		

### Niacinamide End Use Applications


**"Partner of Choice"** to ~400 global customers and has established strong distribution network

Globally, we serve **90+** customers in Cosmetics, **55+** Customers in Dietary supplements & **20+** Customers for Energy Drinks and Breakfast Cereals.

**Strategic partnership** for the Human Nutrition line of products

**More than half of the exports** in regulated markets leading to sustainable revenue

### Key Investment Projects

- Nutrition Premix Plant expansion** for Animal & Human Nutrition (Q1 FY'24)
- Facility upgrade for Pharma Grade Vitamin B3** (Q3 FY'24)
- Niacinamide Capacity Expansion** (Q3 FY'23)

Investment of ~INR 100 Cr. by FY'24

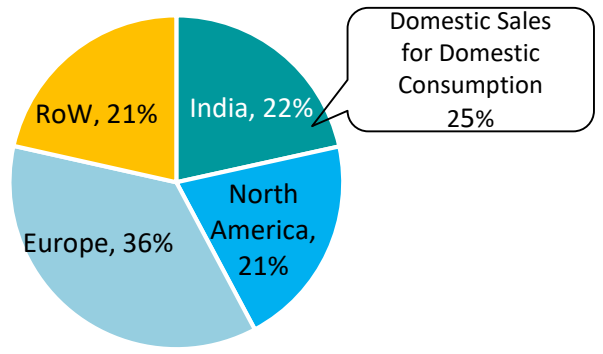
In line with our Vision to double the revenue by FY'26, we have **18 Products** in Pipeline.



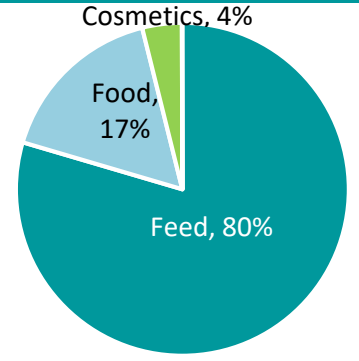
# Nutrition & Health Solutions Segment Highlights – Q3 FY'22

Particulars <sup>1</sup>	Q3'FY21 <sup>2</sup>	Q3'FY22	YoY (%)
Revenue	157	216	37%
Reported EBITDA	28	53	87%
Reported EBITDA Margin (%)	17.9%	24.4%	

**Q3'FY22 Geographical Revenue Split**



**Q3'FY22 Industry End-Use Split**



## FINANCIAL HIGHLIGHTS

- Nutrition and Health Solutions revenue grew by 37% on YoY basis.
- Growth of Vitamin Business was driven by higher volumes and improved prices .
- Revenue share from EU increased to 36% as against 20% last year and share from North America increased to 21% from 11% earlier
- Food and cosmetics volumes grew significantly

### EBITDA

- EBITDA grew by 87% on YoY basis. EBITDA Margin improved at 24.4% vs 17.9% in Q3'FY21,
- EBITDA margin was higher by 6.5% on account of higher volumes and improved price realizations.

## BUSINESS HIGHLIGHTS

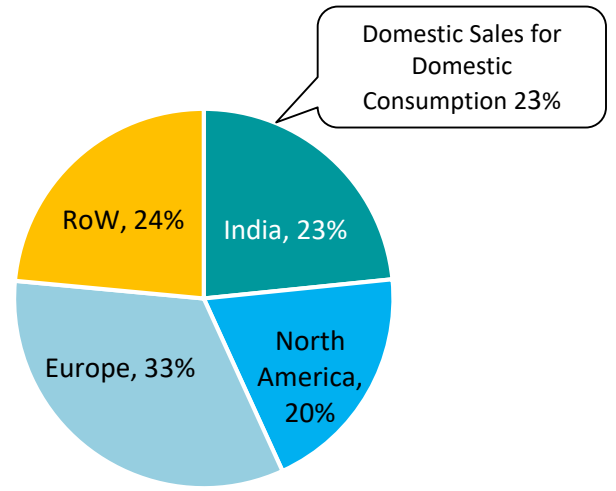
- Demand of Niacinamide (Vit B3) during the quarter has been strong. We could realize higher volumes as well as better prices.
- We continue to focus on improving our market share in niche segments like Food & Cosmetics and to enhance our market share in North America, EU and Japan markets.
- Animal Nutrition business continues making efforts to increase share of speciality premixes through various initiatives

1. All figures are in Rs Crore unless otherwise stated
2. - Q3 & 9M'FY21 is derived from reported discontinued operation results of LSI segment of Jubilant Pharmova Limited on Pro-forma basis
3. Nutrition & Health Solutions Segment comprises, Nutrition & Health Ingredients, Animal Nutrition & Health Solutions, Human Nutrition & Health Solution

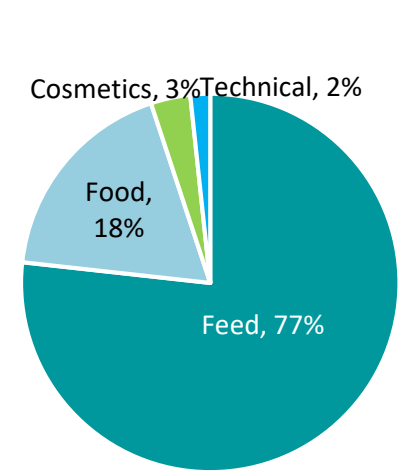
# Nutrition & Health Solutions Segment Highlights – 9M FY'22

Particulars <sup>1</sup>	9M'FY21 <sup>2</sup>	9M'FY22	YoY (%)
Revenue	431	562	30%
Reported EBITDA	88	114	30%
Reported EBITDA Margin (%)	20.4%	20.3%	

### 9M'FY22 Geographical Revenue Split



### 9M'FY22 Industry End-Use Split



## FINANCIAL HIGHLIGHTS

- Nutrition and Health Solutions revenue grew by 30% on YoY basis.
  - Growth of Vitamin Business was driven by higher volumes and improved prices .
  - Animal Nutrition and Health solution business also improved volumes and realization YOY.
- Consumption in EU and North America has gone up significantly.
- Feed and Food demand has gone up on YoY basis in higher double digit

### EBITDA

- EBITDA grew by 30% on YoY basis. EBITDA Margin stood at 20.3% , EBITDA margin remained flat mainly on account of continuing increase in input costs and along with discontinuation of export benefit (MEIS).

1. All figures are in Rs Crore unless otherwise stated  
 2. - Q3 & 9M'FY21 is derived from reported discontinued operation results of LSI segment of Jubilant Pharmova Limited on Pro-forma basis  
 3. Nutrition & Health Solutions Segment comprises, Nutrition & Health Ingredients, Animal Nutrition & Health Solutions, Human Nutrition & Health Solution

# Life Sciences Chemicals – Segment Snapshot

## 8 Products

(Acetic Anhydride, Ethyl Acetate, Propionic Anhydride, Aldehydes, Speciality Alcohol, Anhydrous Alcohol)

**Acetic Anhydride:**  
Globally No. 2 in Merchant Mkt  
**No.1 in India**  
Expected to be **Global leader** by FY'24

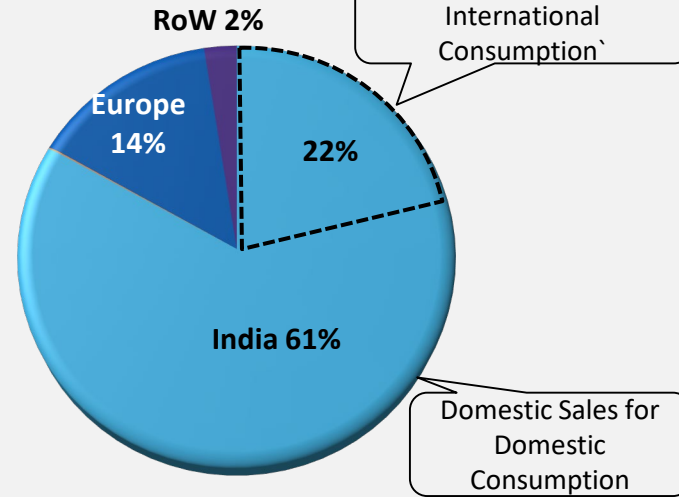
Entered Value added derivative **Propionic Anhydride**  
**Replace all imports in India;**  
**Also enter international Mkt**

**Ethyl Acetate:**  
Among top 2 in Domestic market

**20 plants** across **3 Sites**  
(Multi-location, Multi-plant advantage)

Products are REACH, HALAL & KOSHER certified

## Region wise Revenue Segmentation For Segment (9M FY'22)



## FY'21 Capacity Utilisation: 69%

Capacity growth in FY'22 over FY'21  
Debottlenecking: 1%  
New Capacity addn: 4%

Capacity growth in FY'23 over FY'21  
Debottlenecking: 7%  
New Capacity addn: 15%

Expected Utilisation FY'22: 83%

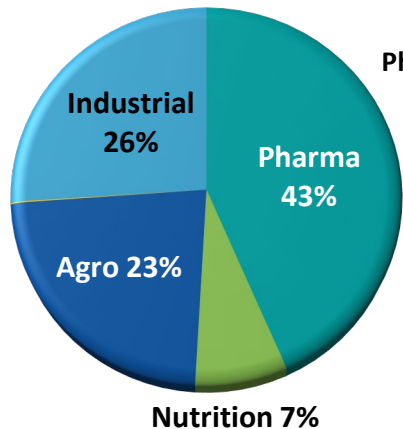
Expected Utilisation FY'23: 90%

Capacity growth in FY'24 over FY'21  
Debottlenecking: 7%  
New Capacity addn: 15%

Expected Utilisation FY'24: 90%.

## Diverse Industry End-Use

### 9M FY'22 End Use Split



**“Partner of Choice”** to ~600 global customers  
European Union is the major deficit market: nearly **90%** import dependent for Acetic Anhydride; nearly **70%** import dependent for Ethyl Acetate.

India Pharma and Agro applications are estimated to witness strong growth, mainly driven by Paracetamol, Acephate and Ibuprofen.

Shift of manufacturing from China to India will encourage growth in various industrial applications in India.

## Key Investment Projects

**1** Food grade Acetic Acid plant (Q1 FY'23)

**2** Acetic Anhydride capacity expansion (Q4 FY'23)

Investment of ~ **INR 250 Cr.** by FY'24

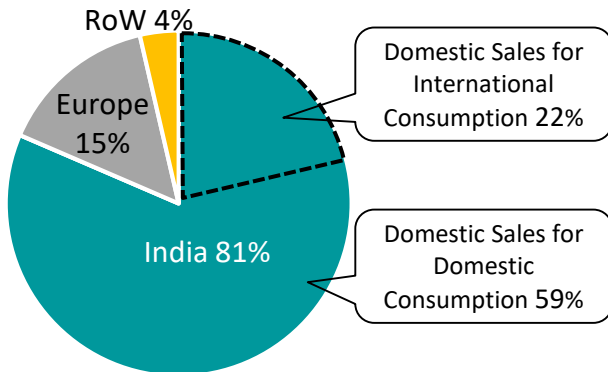
In line with our Vision to double the Revenue by FY'26, we have **7 Products** in Pipeline.



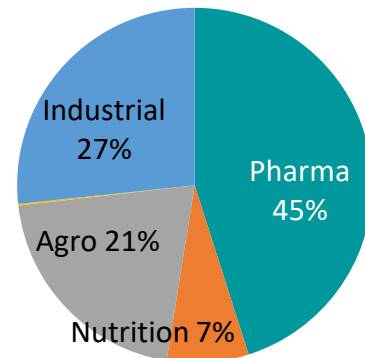
# Life Science Chemicals Segment Highlights – Q3 FY'22

Particulars <sup>1</sup>	Q3'FY21 <sup>2</sup>	Q3'FY22	YoY (%)
Revenue	451	722	60%
Reported EBITDA	68	100	48%
Reported EBITDA Margin (%)	15.0%	13.9%	

## Q3'FY22 Geographical Revenue Split



## Q3'FY22 Industry End-Use Split



## FINANCIAL HIGHLIGHTS

- Life Sciences Chemicals revenue grew by 60% on YoY basis
  - Life Sciences Chemical revenue growth was driven by higher prices of Ethyl Acetate and Acetic Anhydride. Prices improvement was mainly on account of favorable market condition.
  - Overall Domestic sales for domestic consumption as well as for international consumption both have gone up significantly on YoY basis

### EBITDA

- EBITDA grew by 48% YOY. EBITDA Margin stood at 13.9%. Growth in EBITDA margin was driven by
- Improved product contribution driven by favorable market.

## BUSINESS HIGHLIGHTS

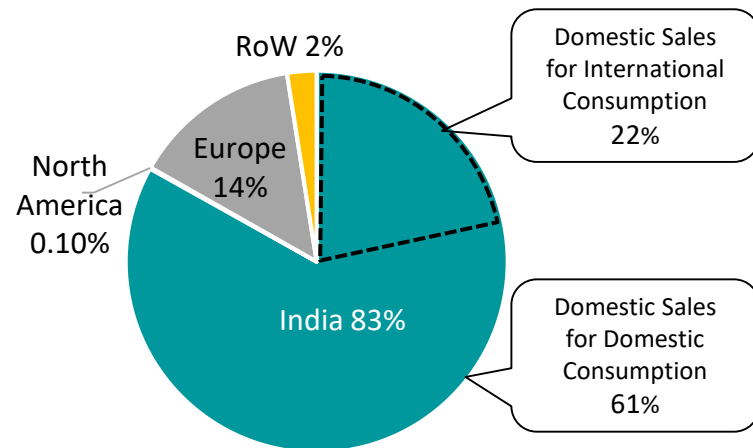
- We started the quarter with high prices of Acetic Acid, which started softening during the end of quarter
- Maintained domestic market leadership for Acetic Anhydride and increased market presence in EU, Americas and Rest of the world.
- Our value-added product Propionic Anhydride, witnessed strong demand during the end of the quarter.

- All figures are in Rs Crore unless otherwise stated
- Q3 & 9M'FY21 is derived from reported discontinued operation results of LSI segment of Jubilant Pharmova Limited on Pro-forma basis
- Life Science Chemicals Segment comprises, Life Science Ingredients and Speciality Ethanol

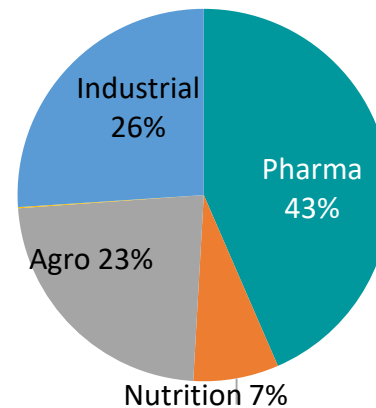
# Life Science Chemicals Segment Highlights – 9M FY'22

Particulars <sup>1</sup>	9M'FY21 <sup>2</sup>	9M'FY22	YoY (%)
Revenue	1,189	2,143	80%
Reported EBITDA	131	387	195%
Reported EBITDA Margin (%)	11.0%	18.1%	

## 9M'FY22 Geographical Revenue Split



## 9M'FY22 Industry End-Use Split



## FINANCIAL HIGHLIGHTS

- Life Sciences Chemicals revenue grew by 80% on YoY basis
  - Life Sciences Chemical revenue growth was driven by higher prices and volume growth in Acetic Anhydride.
  - Prices improvement was mainly on account of favorable market condition and improved realization of Ethyl Acetate
  - Revenue from domestic sales for domestic consumption and domestic sales for exports both have gone up significantly on YoY basis.

### EBITDA

- EBITDA grew by 195%. Margin stood at 18.1%. Growth in EBITDA margin was driven by
  - Improved product contribution driven by favorable market conditions of Acetic Anhydride.
  - Improved pricing of Ethyl Acetate also contributed to margin expansion.

1. All figures are in Rs Crore unless otherwise stated  
 2. - Q3 & 9M'FY21 is derived from reported discontinued operation results of LSI segment of Jubilant Pharmova Limited on Pro-forma basis.  
 3. Life Science Chemicals Segment comprises, Life Science Ingredients and Speciality Ethanol



## **Future Outlook & Investments**



- We expect demand of most of our Products to remain strong.
- Our Diketene plant is under commissioning now, and we expect to start our commercial production during the current quarter.
- Our committed investment worth Rs. 450 Crore for key growth capex is progressing well . At peak capacity these investments are expected to generate additional annual revenue of Rs. 900-1,000 Crore at prevailing prices
  - Food Grade Acetic Acid. (Expected to be in operation during the quarter April to June 2022)
  - CDMO GMP Facility at Bharuch. (Expected to be in operation during the quarter July to September 2022)
  - Three Multi-Purpose plants of Speciality Chemicals. (Expected to be in operation during the quarter July to September 2022)
  - Acetic Anhydride Plant. (Expected to be in operation during the quarter January to March 2023)
  - Agro Actives Phase-1. (Expected to be in operation during the quarter January to March 2023)
- Our expected capex cash outflow for the year is expected to be in the range of Rs 300 crore.

# Overall Expansion Plan: Jubilant Ingrevia



Plan to double the Revenue by FY'26 from the base of FY'21. Key Projects starting during next 3 years (Quarter in which production is starting)

**FY'22**

- Diketene investment (Phase 1)**– Moving up the value chain of Ketene, Growing demand & Exit of the old leading producer **(Q4 FY'22)**

**FY'23**

- Food Grade Acetic Acid**– Green Acetic Acid for food applications **(Q1 FY'23)**
- CDMO (GMP) Multipurpose plant**– For Pharma intermediates **(Q2 FY'23)**
- CDMO (Non-GMP) Two Multipurpose plant** for Pharma & Agro intermediates **(Q2 FY'23)**
- MPP Agro Active plant** – Moving up the value chain of Crop Protection actives & Growing customer demand **(Q4 FY'23)**
- Acetic Anhydride capacity expansion** – Growing demand & Geographic expansion **(Q4 FY'23)**

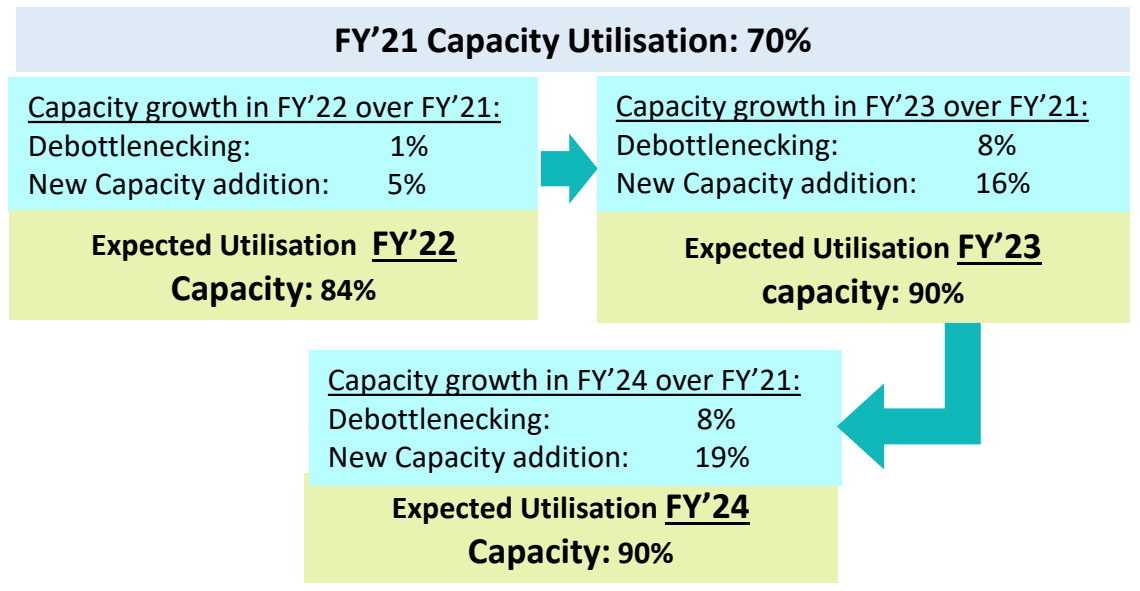
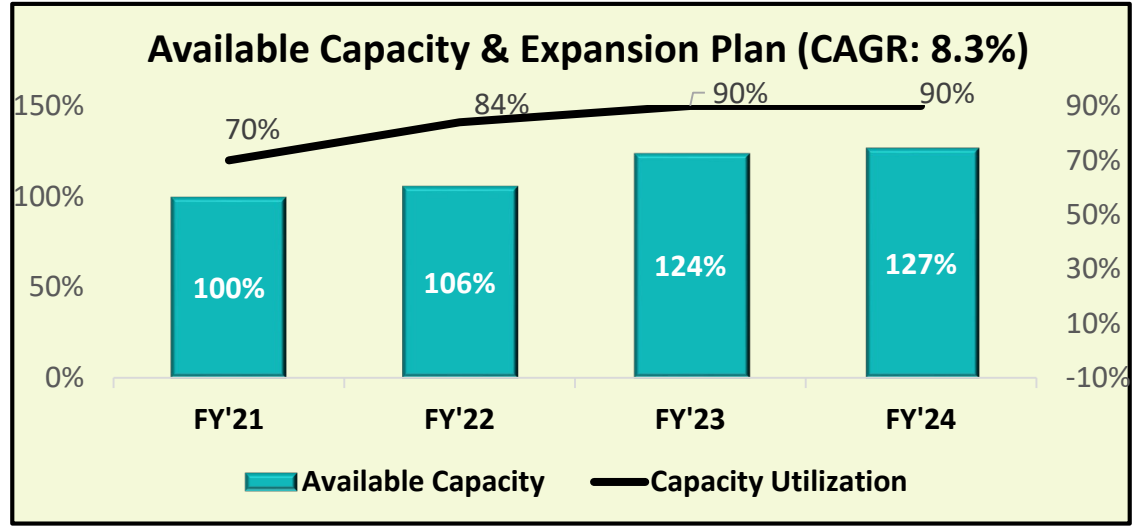
- Animal & Human Nutrition Premix plant** – Moving up the value chain from Ingredients to Premixes **(Q1 FY'24)**
- Pharma Grade Vitamin B3 (USFDA, EU CEP)** – For niche application in Pharmaceuticals **(Q3 FY'24)**

**FY'24**

- Niacinamide capacity expansion** – Geographic Expansion and Moving forward for value added end uses **(Q3 FY'23)**

- Diketene investment (Phase 2)**– Moving up the value chain of Ketene, Growing demand & Exit of the old leading producer **(Q2 FY'24)**

## Capacity Build Up for Growth

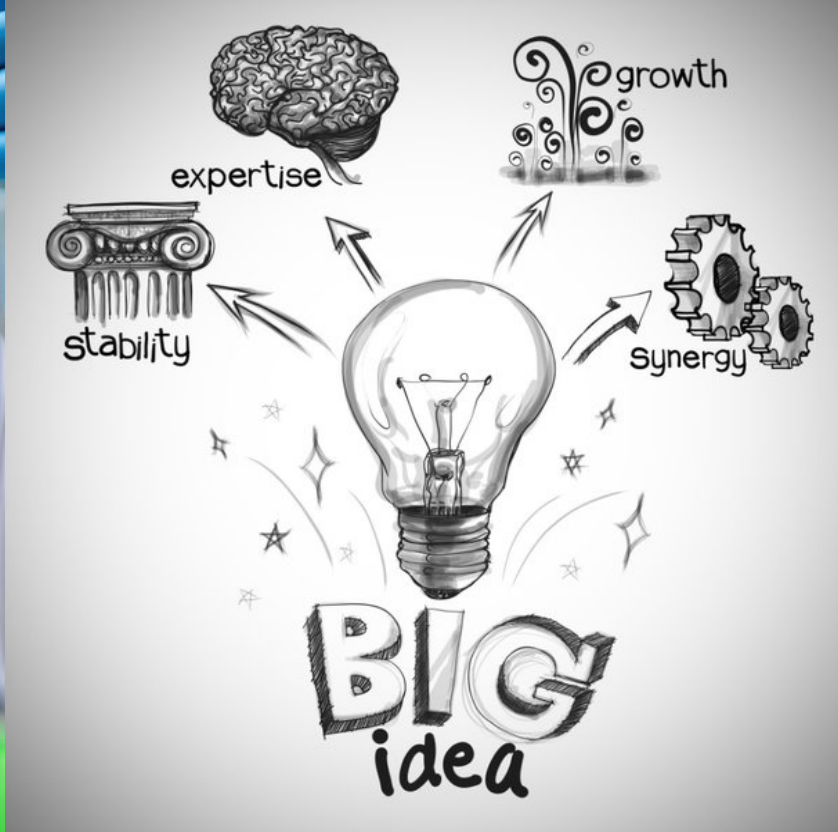


# Rationale for Investment

	Proposed Investment	Rationale for Investment
<b>Speciality Chemicals</b>	<p><b><u>New facility for launch of 6 Diketene derivatives. Subsequently, add 8 value-added Diketene derivatives</u></b></p> <p><b><u>CDMO Expansion</u></b> - Invest in GMP &amp; Non-GMP multi-product facility for Pharma &amp; Crop Protection customers</p> <p><b><u>Agro-active: New world class multi-product facilities for pesticides.</u></b></p> <p style="background-color: #007060; color: white; text-align: center; padding: 5px;"><b>Indicative Investment<sup>1</sup> of about Rs. 550 Cr. in 3 years</b></p>	<p>Forward integration of our Ketene capability and growing demand of Diketene derivatives globally as well as Import replacement in India.</p> <p>Growing demand of global customers and their de-risking strategy from China</p> <p>Global agro customers are approaching to de-risk supply chain on agro-active. Moving up the value-chain from our existing products to produce agro-active</p>
<b>Nutrition &amp; Health Solution*</b>	<ul style="list-style-type: none"> <li>• <b>Expand Vitamin B3 capacity</b> by ~20% from current 13,000 MT/Year and <b>launch various value-added grades</b> of Vitamin B3</li> <li>• <b>Upgrade our facility to US DMF &amp; European CEP compliant</b> and enter regulated pharma market of Niacinamide</li> </ul> <p><b>Enhance our portfolio with value-added premixes and investment for premix plant expansion</b></p> <p style="background-color: #007060; color: white; text-align: center; padding: 5px;"><b>Indicative Investment<sup>1</sup> of about Rs.100 Cr. in 3 years</b></p>	<p>We are the lowest cost producer and fully backward integrated Expanding geography and adding value-added Vitamin B3 in Pharma, cosmetic etc.</p> <p>Growing demand of Speciality animal nutrition products from our customers</p>
<b>Life Science Chemicals</b>	<p><b>Invest in another Acetic Anhydride facility to increase capacity by ~35% and further strengthen global leadership</b></p> <p style="background-color: #007060; color: white; text-align: center; padding: 5px;"><b>Indicative Investment<sup>1</sup> of About Rs 250 Cr. in 3 years</b></p>	<p>Growing demand No new facility globally Customers are exploring to shift from high cost to low cost countries</p>

<sup>1</sup>Indicative plans – subject to the approval from Board of Directors





**QUALITY**














**BUSINESS  
EXCELLENCE**



**SUSTAINABILITY**

# Jubilant Ingrevia: Global Accreditation



Select Certifications	Gajraula	Bharuch	Nira	Samlaya	Ambernath
 Responsible Care RC 14001:2015	✓	✓	✓		
 ISO 9001:2015	✓	✓	✓	✓	✓
 ISO 22000:2005	✓	✓	✓		
 ISO 14001:2015	✓	✓	✓	✓	
 ISO 45001:2018	✓	✓	✓	✓	
 FSSAI	✓	✓	✓	✓	
 FAMI-QS		✓		✓	
 HALAL KOSHER	✓	✓	✓		
 GMP Quality Certification	State FDA GMP	State FDA GMP & WHO GMP			
 ISO 50001	✓	✓			
 TOGETHER FOR SUSTAINABILITY		✓ (FY'19)	✓ (FY'20)		
ISO/IEC 17025- NABL	✓	✓			



Certification for Jubilant Life Sciences Ltd.: FY'20 (Gold Category)

# Business Excellence and Digital Transformation

## Belt Competencies (FY'21)

**Black Belts: 08**

**Green Belts: 98**

**Yellow Belts: 141**

### Business Excellence (17+ years experience)

#### Design Excellence

Strengthen Development Capability by exploring complete design space and target Right First Time

#### Operational Excellence

- Removing process inefficiencies
- improve cost effectiveness
- Addressing process variation
- Improve asset utilization

#### Customer Excellence

- Effective time & cost management for customer's NPD projects
- Analytics for accurate forecasting

### Tools & Processes

Theory of Constraints

Quality by Design

Mission Directed Team

Balanced Scorecard

Six Sigma

Lean

TPM

Process Engineering

CRM

Analytics

Stage Gate deployment

Customer Dashboard

## Digital Transformation

- Our journey started in 2018 with an objective to **improve**
  - Operational efficiency
  - Business & Supply chain processes
  - customer experience and engagement
- Every project we consider is based on the individual business case



Sustainability

- Energy Demand Forecasting
- Electronic Production Management
- Demand & Production Planning
- Digitally Accelerated Contract Manufacturing



Efficiency Improvement

- Upgradation & Security enhancement of ERP
- Process Automation
- Employee Collaboration
- Digital Factory



Customer Engagement

- Customer Experience
- Digital Sales through Salesforce Automation & Project & Workflow Management Platforms



# CSR - Jubilant Bhartia Foundation

Established  
in 2007

**Mission:** To develop multi-stakeholder sustainable models to bring about 'social change' involving knowledge generation & sharing, experiential learning & entrepreneurial ecosystem



\*A sister organization of World Economic Forum\* in Partnership with Jubilant Bhartia Foundation

## Education



- 50,000 students in 275 govt. primary schools
- Developed digital platform "Jubilant Education System"
- Introduced Digital Classes in Government schools

## Improving Health



- Jubilant Aarogya - Affordable healthcare services
- Swasthya Prahari – Conduction Growth Monitoring of 10,000+ children from 0 to 5 yrs of age and BCC to decrease malnutrition

## Escalating Employability



- Skill Development program for training 2500 youth every year.
- Promote Self sustainable Micro Enterprise

## Social Entrepreneurship



- JBF with the Schwab Foundation recognize & award exceptional individuals in Social Business
- Providing business to social enterprises

## FACE- Centre for Excellence

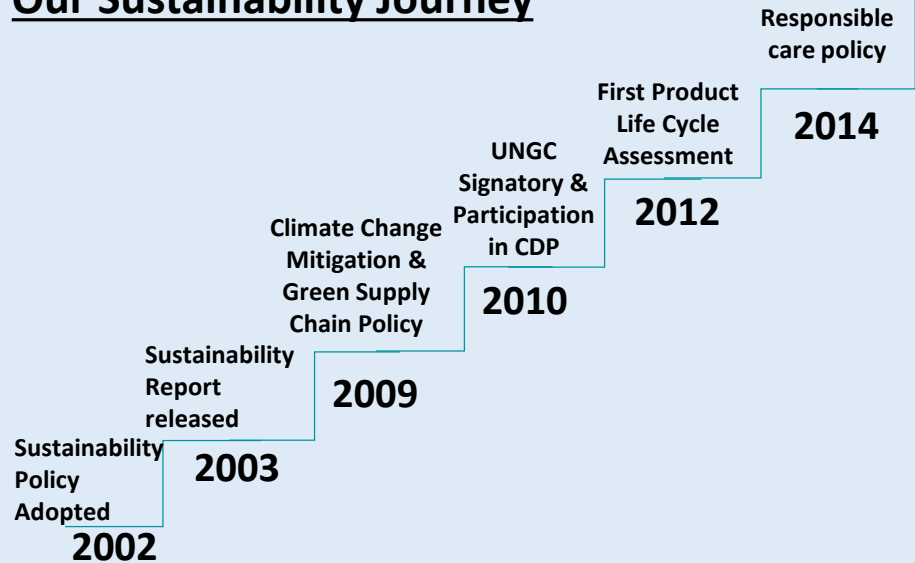


An initiative between CII & Jubilant Bhartia to improve productivity of agriculture and increase farmer income



# Sustainability Journey

## Our Sustainability Journey



## SDG: Key Achievements

**37%** Reduction in Specific Water Consumption wrt FY'13

**27%** Reduction in Specific Greenhouse Gas Emissions wrt FY'13

**25%** Reduction in Specific Energy Consumption wrt FY'13

**44964** Training man-days were imparted from FY'14

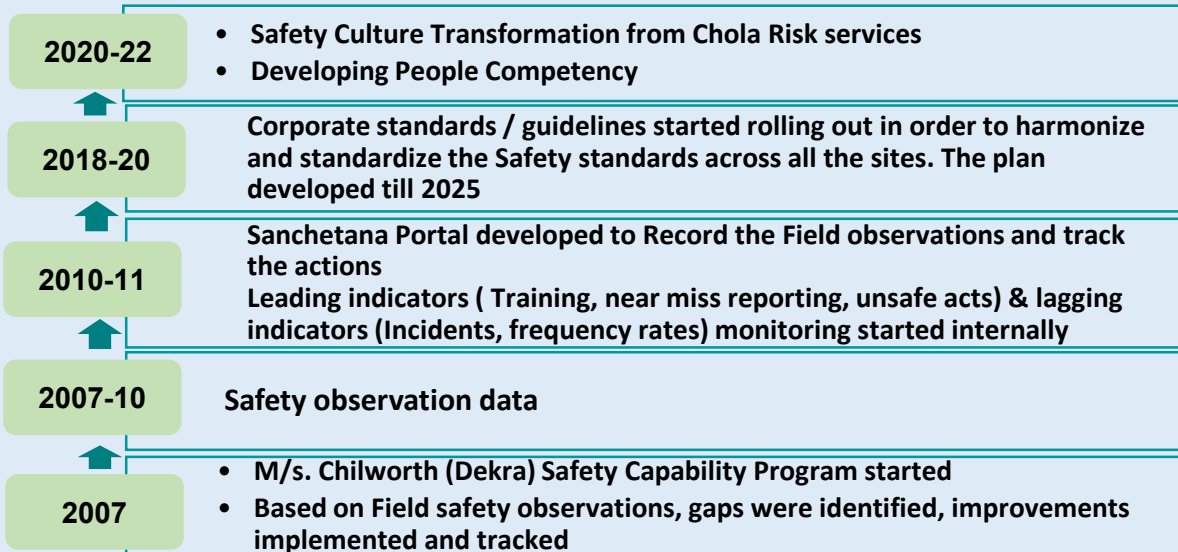
## ESG Assessment



### First time participated in S&P DJSI Assessment:

- Achieved **81 %ile** in the Global Chemical Industry
- Among the **top 20% companies globally**
- Among **top 3 Indian Chemical companies** in ESG score

## OH&S Journey



S&P Global for DJSI 2021: **Top 3 Indian Chemical companies in ESG**

**2018** **FICCI Safety Award**  
**FICCI Water Award**

**2016** **FICCI Chemicals & Petrochemicals Awards**

**ecovadis**  
**Gold Rating**



**2019** **National Energy Conservation Award**

**Logistics & Supply Chain Awards 2019**

**2016** **CII Excellence in Energy Award**



# Our Vision, Values, Promise and Philosophy

## OUR VISION

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

## OUR PROMISE

*Caring, Sharing, Growing*

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

## OUR VALUES



## OUR PHILOSOPHY



**Caring**



**Sharing**



**Growing**



## For Investors:

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**Thank you for your time**

## **Jubilant Ingrevia Limited**

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Email: support@jubl.com | www.jubilantingrevia.com

# Appendix I: Income Statement – Q3 & 9M FY'22

Particulars <sup>1</sup>	Q3'FY21 <sup>2</sup>	Q3'FY22	YoY (%)	9M'FY21 <sup>2</sup>	9M'FY22	YoY (%)
<b>Total Revenue from Operations</b>	<b>893</b>	<b>1,286</b>	<b>44%</b>	<b>2,413</b>	<b>3,654</b>	<b>51%</b>
Speciality Chemicals	285	349	22%	794	949	19%
Nutrition & Health Solutions	157	216	37%	431	562	30%
Life Science Chemicals	451	722	60%	1,189	2,143	80%
<b>Total Expenditure</b>	<b>740</b>	<b>1,074</b>	<b>45%</b>	<b>2,001</b>	<b>2964</b>	<b>48%</b>
Other Income	4	9	154%	12	22	
<b>Segment EBITDA</b>						
Speciality Chemicals	59	76	28%	199	231	16%
Nutrition & Health Solutions	28	53	87%	88	114	30%
Life Science Chemicals	68	100	48%	131	387	195%
Unallocated Corporate (Expenses)/Income	1	-7	(585%)	6	-21	(435%)
<b>Reported EBITDA</b>	<b>157</b>	<b>222</b>	<b>42%</b>	<b>424</b>	<b>712</b>	<b>68%</b>
Depreciation and Amortization	31	30	(2%)	92	92	0%
Finance Cost	13	5	(63%)	59	25	(58%)
<b>Profit before Tax (After Exceptional Items)</b>	<b>113</b>	<b>187</b>	<b>66%</b>	<b>273</b>	<b>594</b>	<b>118%</b>
Tax Expenses (Net)	22	58	167%	52	186	256%
<b>PAT</b>	<b>91</b>	<b>129</b>	<b>42%</b>	<b>221</b>	<b>408</b>	<b>85%</b>
<b>EPS - Face Value Re. 1 (Rs.)</b>	<b>5.7</b>	<b>8.1</b>	<b>42%</b>	<b>13.9</b>	<b>25.7</b>	<b>85%</b>
<b>Segment EBITDA Margins</b>						
Speciality Chemicals	20.8%	21.8%		25.1%	24.4%	
Nutrition & Health Solutions	17.9%	24.4%		20.4%	20.3%	
Life Science Chemicals	15.0%	13.9%		11.0%	18.1%	
<b>Reported EBITDA Margin</b>	<b>17.5%</b>	<b>17.3%</b>		<b>17.6%</b>	<b>19.5%</b>	
<b>Net Margin</b>	<b>10.2%</b>	<b>10.0%</b>		<b>9.1%</b>	<b>11.2%</b>	

1. All figures are in Rs Crore unless otherwise stated

2. - Q3 & 9M'FY21 is derived from 3 month of discontinued operation of LSI segment of Jubilant Pharmova Limited on Pro-forma basis

- EPS has been computed on combined profits assuming existence of share capital for full period.