



**JUBILANT
INGREVIA**

Investor Presentation

February 2022

Disclaimer

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 Pharmova 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 1st 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



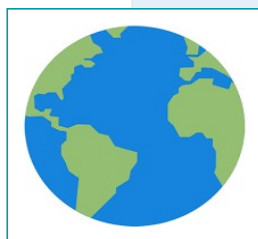
Jubilant Bhartia Group - Snapshot



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



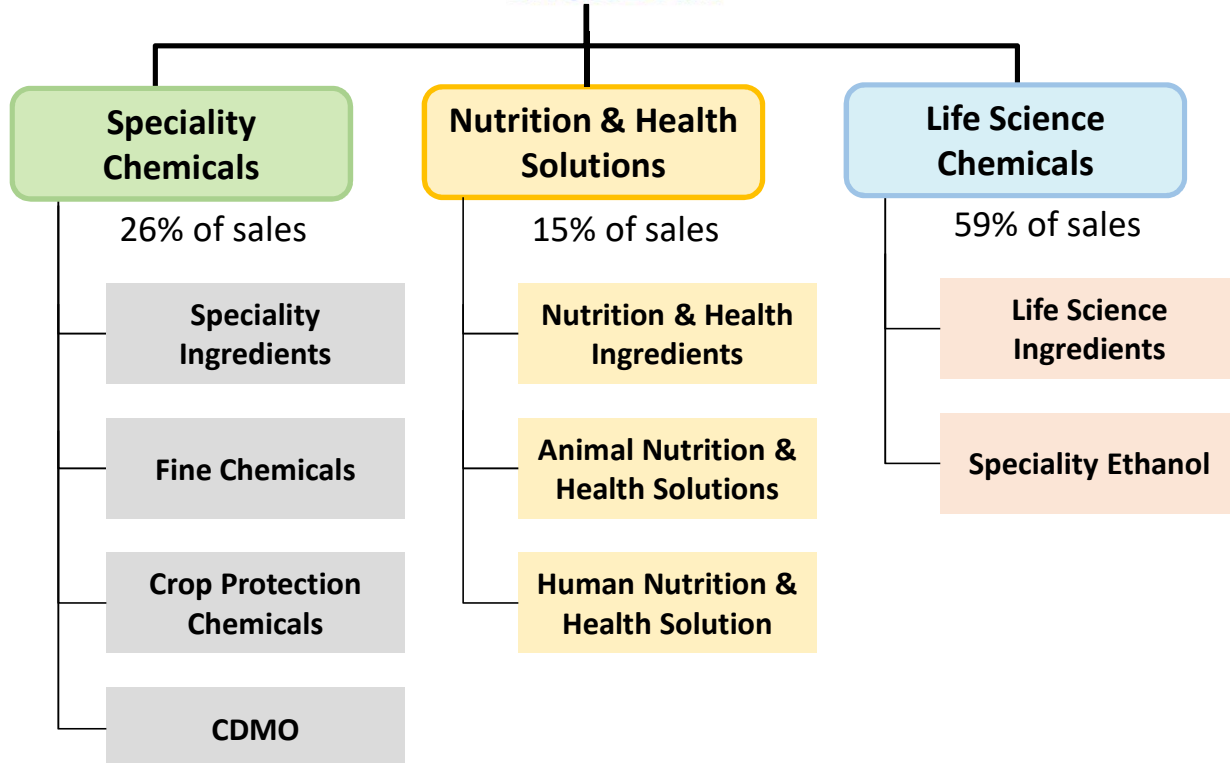
Global presence through investments in India, USA, Canada, Europe, Singapore, China, Sri Lanka and Bangladesh



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



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

Integrated Operations...

Vertical integration across the value chain enables cost competitive advantage

Nutrition & Health Solutions

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

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

Life Science Chemicals

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

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

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

1990

1998

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

1999

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

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

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

2000

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

2006-12

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

2013-18

2021

Demerger into
new entity
**Jubilant
Ingrevia**

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

Company Snapshot

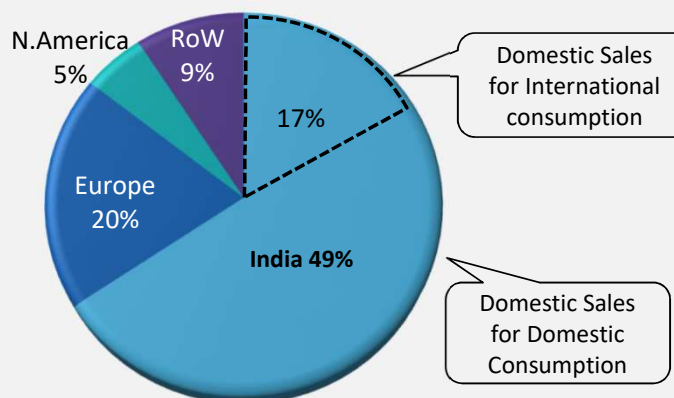
Leadership

- 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**

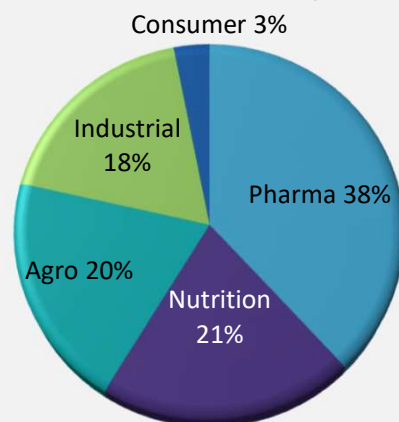
Total **165+** products

- 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

Research Development & Technology (RDT)

Key Highlights



3 RDT centers in Noida, Gajraula and Bharuch



35 Key technology platforms developed & commercialized to global standards. Some are unique: Ammoxidation, Grignard etc.



90 highly qualified scientists (~20 PhDs)



60+ Products in Pipeline for next 5 years

Key Technology Platforms

1000s MT		100s MT			MTs	
Aromatization	Oxidation	Sandmeyer	Grignard	Fluorination	Hoffmann	Bu-Li
Vapour Phase Reactions	Ammoxidation,	Bromination	Methylation	Thiol Handling	Re-arrangement	Reaction
Chlorination /	Fermentation	Esterification	Quarternisation	Ethylene Oxide Reaction	Methoxylation	Iodination
Photo chlorination	Ketene Technology	Hydrogenation	Chichibabin		N-Formylation	Chiral Synthesis
					De-alkylation	

Key focus areas for RDT

Optimization	Existing product's processes to remain globally competitive
Expansion	Focus on Agro, Nutrition CDMO & Antimicrobials – New Product Development
Academic Collaboration	New technologies by academia collaboration /expanding internal infrastructure
Scientific Advisory Board	Strong Scientific advisory board to support RDT
Centre of Excellence	For Bio catalysis, Flow chemistry, Chemo catalysis, Gas phase Catalytic Chemistry

End Usage Applications for Pharma, Agrochemicals & Nutraceuticals



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

Industry Overview: Presence in Large & Growing Markets¹

Speciality Chemicals

Global Speciality Chemicals

\$ 910 Bn

FY'21

CAGR 6.4%

\$ 1240 Bn

FY'26 P

Indian Speciality Chemicals

\$ 41 Bn

FY'21

CAGR 12.4%

\$ 72 Bn

FY'26 P

Global API Market

\$ 197 Bn

FY'21

CAGR 5.8%

\$ 262 Bn

FY'26 P

Indian API Market

\$ 4 Bn

FY'21

CAGR 7.9%

\$ 5 Bn

FY'26 P

Nutrition & Health Solution*

Global Vitamin B3

\$ 358 Mn

FY'21

CAGR 2.5%

\$ 395 Mn

FY'26 P

Global Nutrition Market⁽³⁾

\$ 474 Bn

FY'21

CAGR 7.0%

\$ 661 Bn

FY'26 P

Indian Nutrition Market⁽³⁾

\$ 14 Bn

FY'21

CAGR 11%

\$ 24 Bn

FY'26 P

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

Life Science Chemicals

Global Acetic Anhydride⁽²⁾

\$ 669 Mn

FY'21

CAGR 3.6%

\$ 800 Mn

FY'26 P

Global Ethyl Acetate⁽³⁾

\$ 3955 Mn

FY'21

CAGR 4.5%

\$ 4928 Mn

FY'26 P

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 Highlights¹ : Key Financial Parameters

Highlights Q3'FY22	₹ 1,286 Cr. Sales ↑ 44% YoY	₹ 222 Cr. EBITDA ↑ 42% YoY	17.3% EBITDA (%) ↓ (29) bps	₹ 129 Cr. PAT ↑ 42% YoY	10.0% PAT (%) ↓ (15) bps	₹ 8.1 EPS ↑ 42% YoY
Highlights Q3'FY21²	₹ 893 Cr. Sales	₹ 157 Cr. EBITDA	17.5% EBITDA (%)	₹ 91 Cr. PAT	10.2% PAT (%)	₹ 5.7 EPS
Highlights 9M'FY22	₹ 3,654 Cr. Sales ↑ 51% YoY	₹ 712 Cr. EBITDA ↑ 68% YoY	19.5% EBITDA (%) ↑ 191 bps	₹ 408 Cr. PAT ↑ 85% YoY	11.2% PAT (%) ↑ 202 bps	₹ 25.7 EPS ↑ 85% YoY
Highlights 9M'FY21²	₹ 2,413 Cr. Sales	₹ 424 Cr. EBITDA	17.6% EBITDA (%)	₹ 221 Cr. PAT	9.1% PAT (%)	₹ 13.9 EPS

1. All figures are in Rs Crore unless otherwise stated

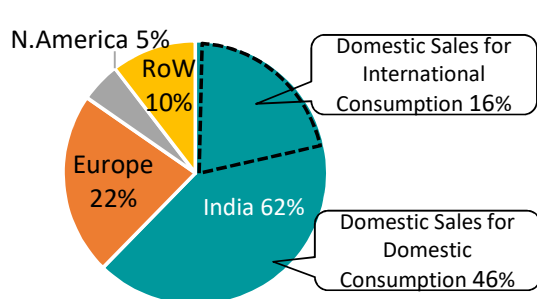
2. - Q3 & 9M'FY21 is derived from reported discontinued operation results of LSI segment of Jubilant Pharmova Limited on Pro-forma basis
 - EPS for previous periods has been computed on combined profits assuming existence of share capital for full period.

Jubilant Ingrevia – Q3 FY'22 Financial Results Summary

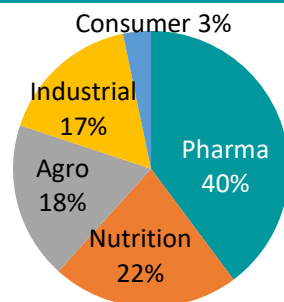


Particulars ¹	Q3'FY21 ²	Q3'FY22	YoY (%)
Revenue			
Speciality Chemicals	285	349	22%
Nutrition & Health Solutions	157	216	37%
Life Science Chemicals	451	722	60%
Total Revenue from Operations	893	1,286	44%
Reported EBITDA	157	222	42%
Speciality Chemicals	59	76	28%
Nutrition & Health Solutions	28	53	87%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

Q3'FY22 Geographical Revenue Split



Q3'FY22 Industry End-Use Split



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.

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



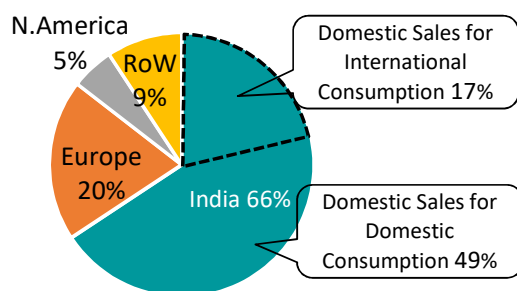
FINANCIAL HIGHLIGHTS

- 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.

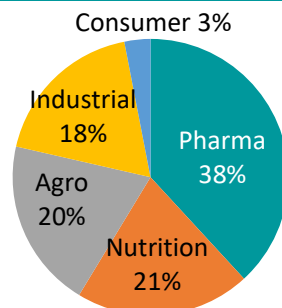
- All figures are in Rs Crore unless otherwise stated
- Q3 & 9M'FY21 is derived from reported discontinued operation results of LSI segment of Jubilant Pharmova Limited on Pro-forma basis
- EPS has been computed on combined profits assuming existence of share capital for full period.
- ROCE & ROE for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

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

9M'FY22 Geographical Revenue Split



9M'FY22 Industry End-Use Split



Debt Profile – As on 31st December, 2021

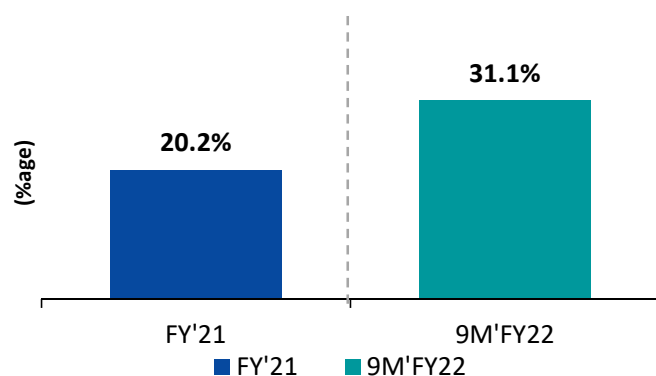
Particulars ¹	31-Mar-21	30-Jun-21	30-Sep-21	31-Dec-21
Long Term Borrowings	548	227	218	100
Short Term Borrowings	-	230	45	184
Total Gross Debt	548	457	263	284
Cash & Equivalent	117	70	70	54
Total Net Debt	431	386	193	230
QoQ change		-10%	-50%	19%

- Gross Debt reduction by Rs 263 Crore and Net Debt reduction by Rs 201 Crore from 31st 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

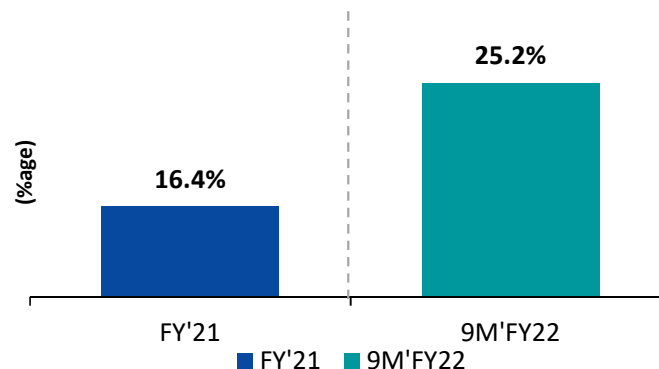
1. All figures are in Rs Crore unless otherwise stated

Balance Sheet – Key Parameters/Ratios (Pro-Forma²)

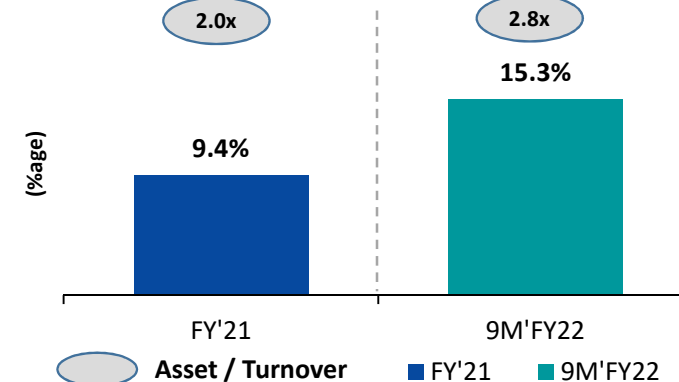
Return On Capital Employed (RoCE)



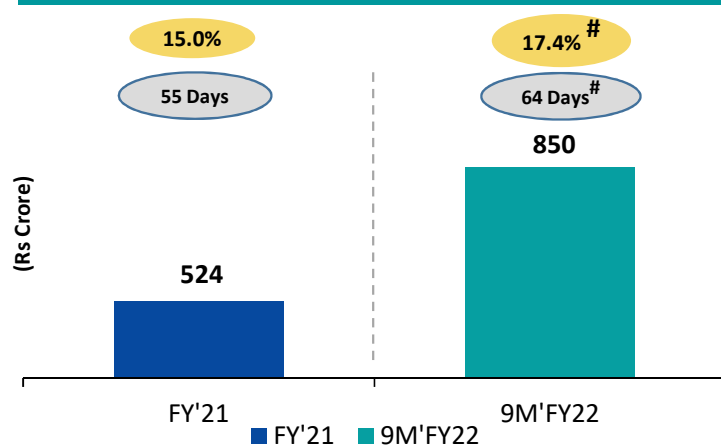
Return on Equity



Asset / Turnover and Return On Asset (RoA)



Net 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.

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

Yellow circle: % to Annualized Turnover Blue circle: No of Days of Working Capital

- 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

85 Products

(Pyridines & Picolines, Cyanopyridines, Piperidines, Aminopyridines, Lutidines)

Amongst top 2

Globally in (Pyridine+Beta), - Globally **#1** in 14 Pyridine Derivatives

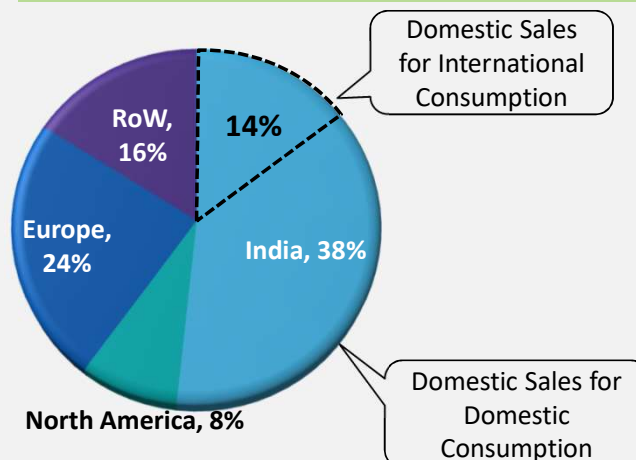
Globally **lowest cost producer of Pyridine** offering significant long term advantage

Market size (In current Jubilant Products):
\$ **1240 Mn**
Jubilant's Market Share: ~**13%**

25 plants across **3** Sites

Products are REACH, HALAL & KOSHER certified

Geographical Revenue Split (9M FY'22)



FY'21 Capacity Utilisation: 74%

Capacity Growth in FY'22 over FY'21:
Debottlenecking: 1%
New Capacity addn: 14%

Expected Utilisation
FY'22: 91%

Capacity Growth in FY'23 over FY'21:
Debottlenecking: 13%
New Capacity addn: 18%

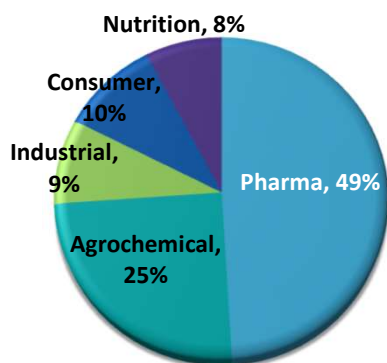
Expected Utilisation
FY'23: 92%

Capacity Growth in FY'24 over FY'21:
Debottlenecking: 14%
New Capacity addn: 43%

Expected Utilisation
FY'24: 93%

Diverse Industry End-Use

9M FY'22 Revenue Split



Pharma



Agro



Nutrition



Microbial Control



Paints & Coatings



Solvent

- “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 & Q4 FY'24)
- 2 CDMO GMP & Non – GMP Facility (Q2 FY'23)
- 3 MPP - Insecticides/ Fungicides/ Herbicide (Q4 FY'23)

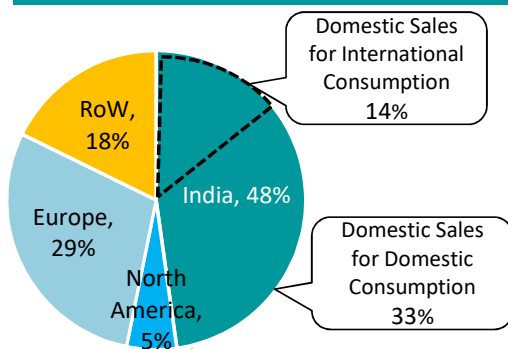
Investment of ~INR 550 Cr. by FY'24

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

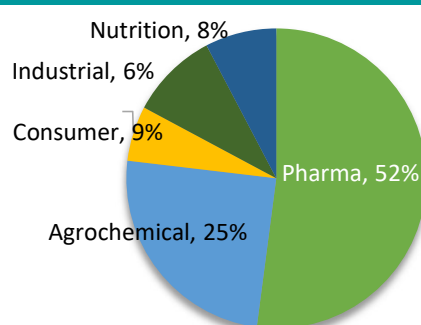
Speciality Chemicals Segment Highlights – Q3 FY'22

Particulars ¹	Q3'FY21 ²	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.

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

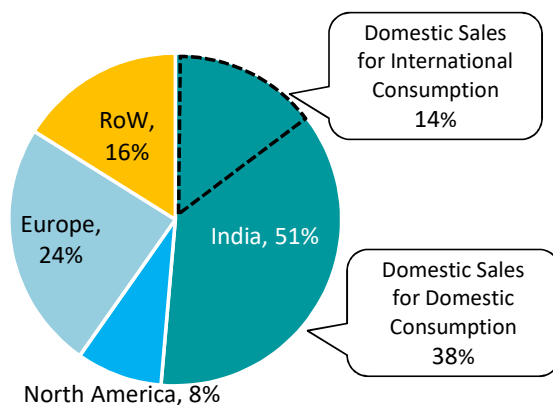
- We witnessed positive traction of demand from both domestic as well as international customers
- Working with customers our business team ensured passing on most of the input cost increase.
- Global logistic challenges continued , however our supply chain team ensured on-time deliveries to customer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

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

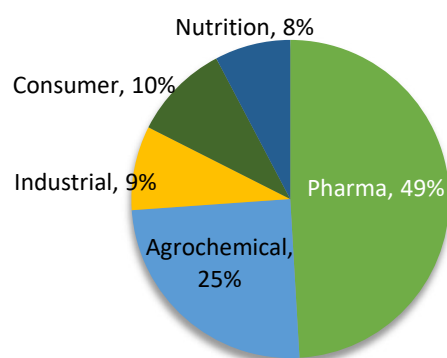
Speciality Chemicals Segment Highlights – 9M FY'22

Particulars ¹	9M'FY21 ²	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

5 Nutrition Ingredients & 18+ branded solutions
(For Animal Health)

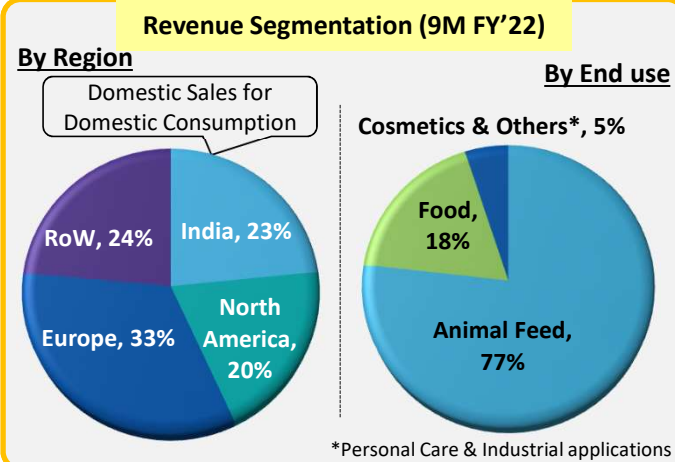
Global top 2 in Vitamin B3
Domestic leader in Vitamin B4 (Feed)

100% in-house sourcing of Beta Picoline (Key RM) for Vitamin B3 via green route

21% Global market share in Vitamin B3
60% domestic share in Vitamin B4

5 Plants across 2 Sites

WHO GMP, FSSAI, HALAL, KOSHER and FAMI-QS certified



FY'21 Capacity Utilisation: 70%

Capacity growth in FY'22 over FY'21:

Debottlenecking: 0%

New Capacity addn: 0%

Expected Utilisation FY'22: 89%

Capacity growth in FY'23 over FY'21:

Debottlenecking: 0%

New Capacity addn: 32%

Expected Utilisation FY'23: 83%

Capacity growth in FY'24 over FY'21:

Debottlenecking: 2%

New Capacity addn: 48%

Expected Utilisation FY'24: 83%

Animal Nutrition & Health Solutions Brands

Poultry	Dairy	Aqua
Liver Protection Solutions ANICHOL PhytoShield	Milk Enhancer Solutions ANICHOL-RP NUTRA PLUS	Gut Health Solutions GLYMIN AQUA JUBIMIN PLUS-AQUA
Better Meat Quality EnCroMix	Anti-Stress Solutions EnCroMix	Feed Efficiency Solutions Acifeed Aqua Smart Spectrum Feed Additive
Anti-Stress Solutions Csmo Betaine EnCroMix	Milk Quality Solutions JUBILYS RP JUBIMETH-RP	Feed Quality Solutions Acifeed Aqua Smart Spectrum Feed Additive
Egg Quality Enhancer "Egghancer"	Transition Health Solutions NIACON RP	
Feed Quality Solutions ToxiCOP Jubidol		
Feed Efficiency Solutions JubiDOL		
Gut Health Solutions ButyMAX Hi-Pro-Min		
Immunity Enhancer NIACON Hi-Pro-Min		
Non - AGP Solutions GeoPlus		

Niacinamide End Use Applications

Animal Feed

Pet Food

Hair Care

Cosmetics

Energy Drinks

Breakfast Cereal

Nutraceuticals

Weight Supplements

"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

1 Nutrition Premix Plant expansion for Animal Nutrition
(Q4 FY'23)

2 Facility upgrade for Pharma Grade Vitamin B3
(Q4 FY'23)

3 Niacinamide Capacity Expansion
(Q1 FY'24)

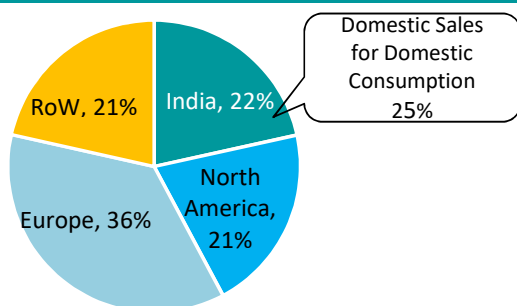
Investment of ~INR 100 Cr. by FY'24

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

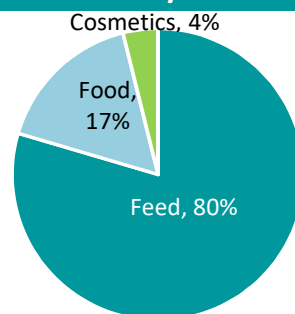
Nutrition & Health Solutions Segment Highlights – Q3 FY'22

Particulars ¹	Q3'FY21 ²	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

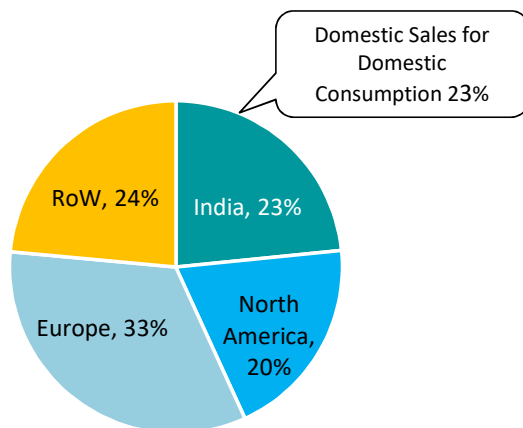
- Demand of Niacinamide (Vit B3) during the quarter has been strong. We could realize higher volumes as well as better prices.
- We continue to focus on improving our market share in niche segments like Food & Cosmetics and to enhance our market share in North America, EU and Japan markets.
- Animal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

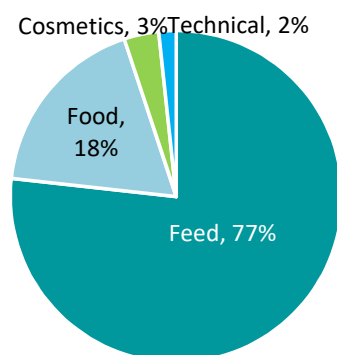
Nutrition & Health Solutions Segment Highlights – 9M FY'22

Particulars ¹	9M'FY21 ²	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

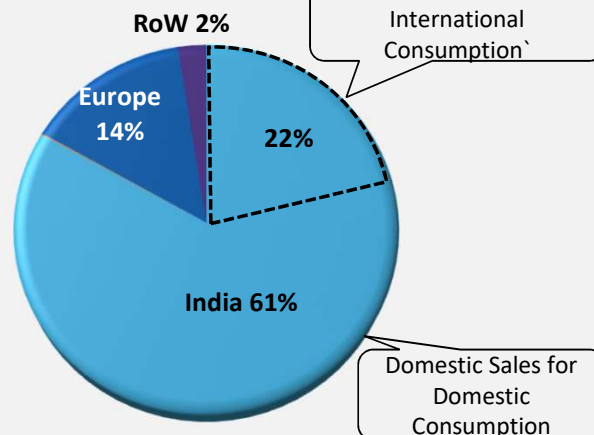
Entered Value added derivative **Propionic Anhydride**
Replace all imports in India;
Also enter international Mkt

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

Ethyl Acetate:
Among top 2 in Domestic market

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%

Expected Utilisation FY'22: 83%

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

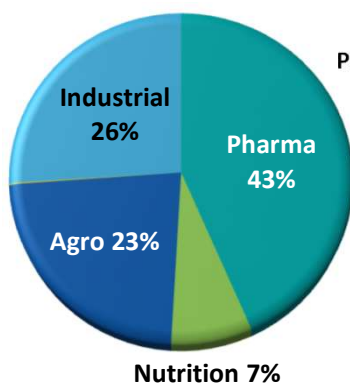
Expected Utilisation FY'23: 90%

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

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

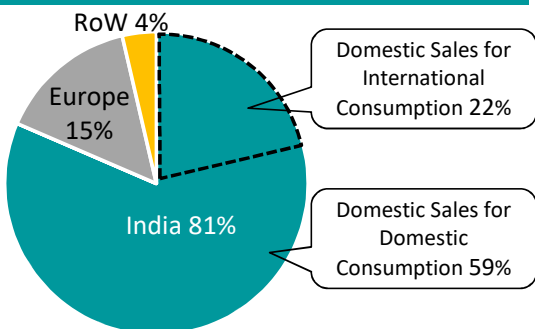
- EBITDA grew by 48% YOY. EBITDA Margin stood at 13.9%. Growth in EBITDA margin was driven by
- Improved product contribution driven by favorable market.

BUSINESS HIGHLIGHTS

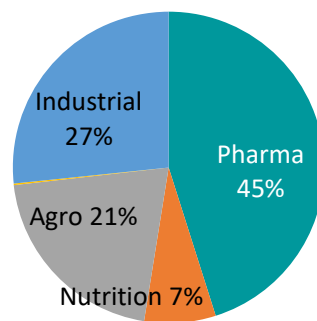
- We started the quarter with high prices of Acetic Acid, which started softening during the end of quarter
- Maintained domestic market leadership for Acetic Anhydride and increased market presence in EU, Americas and Rest of the world.
- Our value-added product Propionic Anhydride, witnessed strong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

Particulars ¹	Q3'FY21 ²	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

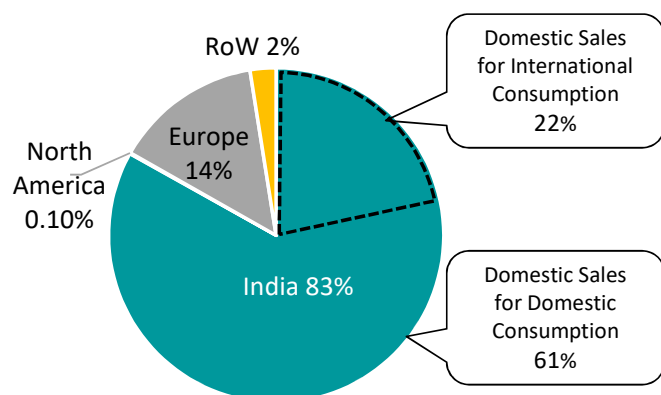


- All figures are in Rs Crore unless otherwise stated
- Q3 & 9M'FY21 is derived from reported discontinued operation results of LSI segment of Jubilant Pharmova Limited on Pro-forma basis
- Life Science Chemicals Segment comprises, Life Science Ingredients and Speciality Ethanol

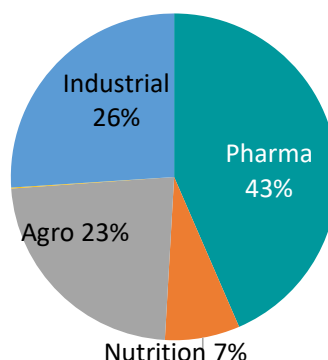
Life Science Chemicals Segment Highlights – 9M FY'22

Particulars ¹	9M'FY21 ²	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

Business outlook



- 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

JVL: Jubilant Ingrevia Limited



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)

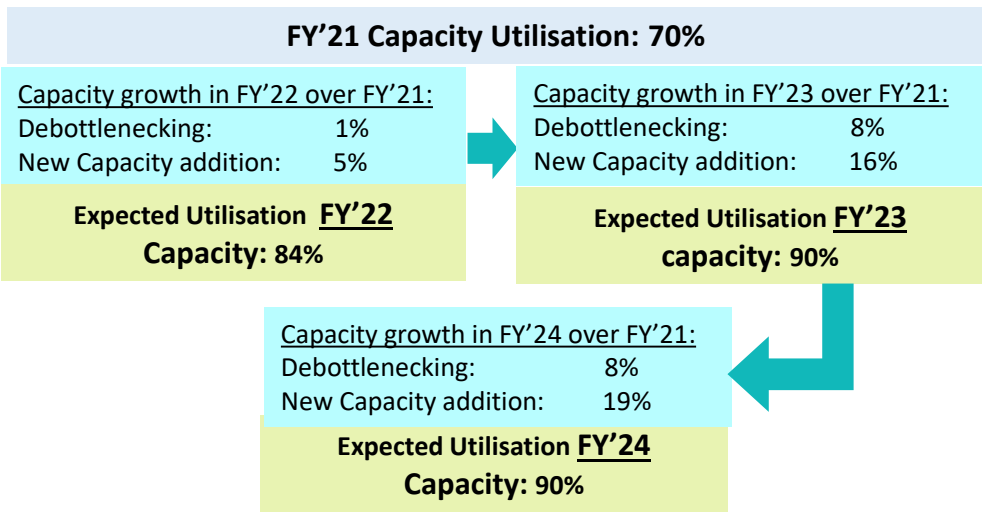
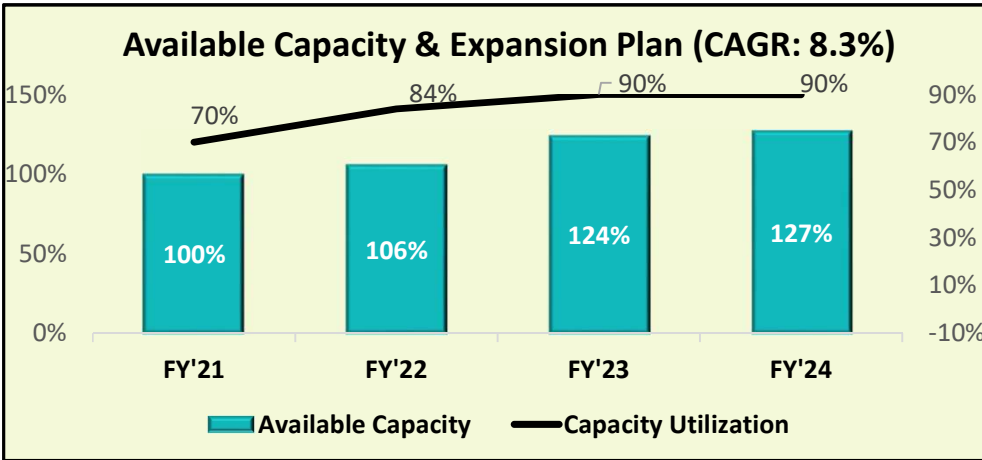
- FY'22

 - 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)**
 - Nutrition Premix plant Expansion** – Moving up the value chain from Ingredients to Premixes **(Q4 FY'23)**
 - Pharma Grade Vitamin B3 (USFDA, EU CEP)** – For niche application in Pharmaceuticals **(Q4 FY'23)**
- FY'24

 - Niacinamide capacity expansion** – Geographic Expansion and Moving forward for value added end uses 13,000 TPA to 16,000 TPA **(Q1 FY'24)**
 - Diketene investment (Phase 2)**– Moving up the value chain of Ketene, Growing demand & Exit of the old leading producer **(Q4 FY'24)**

Capacity Build Up for Growth



Rationale for Investment

	Proposed Investment	Rationale for Investment
Speciality Chemicals	New facility for launch of 6 Diketene derivatives. Subsequently, add 8 value-added Diketene derivatives	Forward integration of our Ketene capability and growing demand of Diketene derivatives globally as well as Import replacement in India.
	CDMO Expansion - Invest in GMP & Non-GMP multi-product facility for Pharma & Crop Protection customers	Growing demand of global customers and their de-risking strategy from China
	Agro-active: New world class multi-product facilities for pesticides.	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
	Indicative Investment¹ of about Rs. 550 Cr. in 3 years	
Nutrition & Health Solution*	<ul style="list-style-type: none"> • Expand Vitamin B3 capacity by ~20% from current 13,000 MT/Year and launch various value-added grades of Vitamin B3 • Upgrade our facility to US DMF & European CEP compliant and enter regulated pharma market of Niacinamide 	We are the lowest cost producer and fully backward integrated Expanding geography and adding value-added Vitamin B3 in Pharma, cosmetic etc.
	Enhance our portfolio with value-added premixes and investment for pre-mix plant expansion	Growing demand of Speciality animal nutrition products from our customers
	Indicative Investment¹ of about Rs.100 Cr. in 3 years	
Life Science Chemicals	Invest in another Acetic Anhydride facility to increase capacity by ~35% and further strengthen global leadership	Growing demand No new facility globally Customers are exploring to shift from high cost to low cost countries
	Indicative Investment¹ of About Rs 250 Cr. in 3 years	

¹Indicative 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 Certification	✓ State FDA GMP	✓ State FDA GMP & WHO GMP			
 ISO 50001	✓	✓			
 TFS Audit		✓ (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

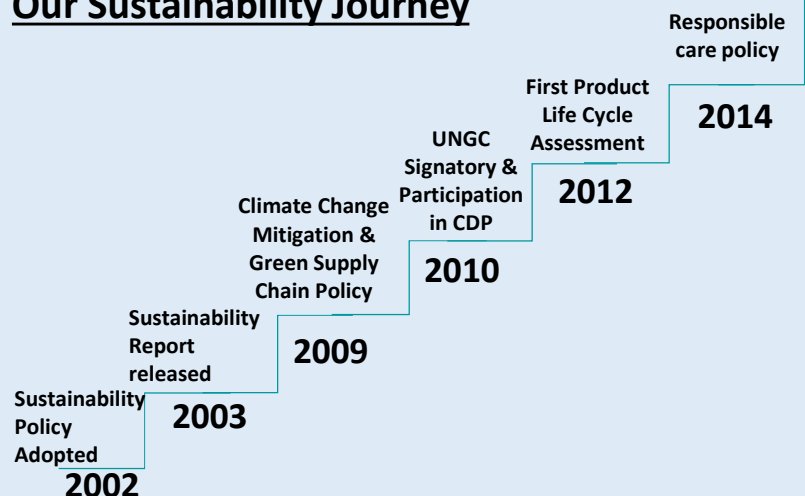


An initiative between **CII & Jubilant Bhartia** to improve productivity of agriculture and increase farmer income



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

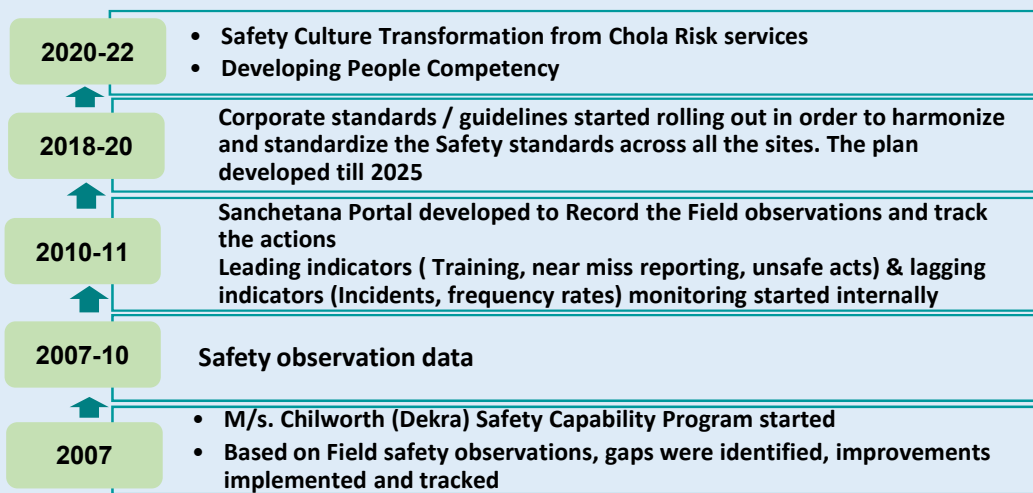
ESG Assessment



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

2019
CII
National Energy Conservation Award
Logistics & Supply Chain Awards 2019

2018
FICCI
FICCI Safety Award
FICCI Water Award

2016
FICCI
FICCI Chemicals & Petrochemicals Awards

2016
CII
CII Excellence in Energy Award

For more details, visit our Sustainability page: <https://jubilantingrevia.com/about-us/sustainability>

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 More Information

For Investors:

Pavleen Taneja

Ph: +91 120 436 1021

E-mail: pavleen.taneja@jubl.com

Siddharth Rangnekar

CDR India

Ph: +91 22 6645 1209

E-mail: siddharth@cdr-india.com

For Media:

Sudhakar Safaya

Ph: +91 120 436 1034

E-mail: sudhakar.safaya@jubl.com

Clayton Dsouza

Madison Public Relations

E-mail: clayton.dsouza@madisonpr.in

Phone number: +91 9930011602

Thank you for your time

Jubilant Ingrevia Limited

1A, Sector-16A, Noida - 201 301, Uttar Pradesh, India

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

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

Particulars ¹	Q3'FY21 ²	Q3'FY22	YoY (%)	9M'FY21 ²	9M'FY22	YoY (%)
Total Revenue from Operations	893	1,286	44%	2,413	3,654	51%
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%
Total Expenditure	740	1,074	45%	2,001	2964	48%
Other Income	4	9	154%	12	22	
Segment EBITDA						
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%)
Reported EBITDA	157	222	42%	424	712	68%
Depreciation and Amortization	31	30	(2%)	92	92	0%
Finance Cost	13	5	(63%)	59	25	(58%)
Profit before Tax (After Exceptional Items)	113	187	66%	273	594	118%
Tax Expenses (Net)	22	58	167%	52	186	256%
PAT	91	129	42%	221	408	85%
EPS - Face Value Re. 1 (Rs.)	5.7	8.1	42%	13.9	25.7	85%
Segment EBITDA Margins						
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%	
Reported EBITDA Margin	17.5%	17.3%		17.6%	19.5%	
Net Margin	10.2%	10.0%		9.1%	11.2%	

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.

Appendix II - Conference Call Details

Date : February 01, 2022

Time : 05:00 pm IST

Conference Dial-In Numbers	
Universal Access:	+ 91 22 6280 1141 + 91 22 7115 8042
Toll Free Number:	USA: 1 866 746 2133 UK: 0 808 101 1573 Singapore: 800 101 2045 Hong Kong: 800 964 448
Replay Facility:	Available from October 19 to October 26, 2021 Dial in No.: +91 22 7194 5757 / +91 22 6663 5757 Playback ID: 40424#